

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 1.

## MEAT INDUSTRY AND INSPECTION Chief Melvin Reports Facts and Figures for 1912

In his annual report as Chief of the Bureau of Animal Industry of the Federal Department of Agriculture—made public this week—Dr. A. D. Melvin calls attention to the fact that while his bureau is intended to foster and promote the livestock industry, yet its highest mission is to aid the people of the country in obtaining a plentiful and wholesome supply of such foods as meats, dairy products and eggs.

His report of the work of the Meat Inspection Service and of the allied poultry, egg and dairy investigations, is therefore timely and interesting. And it is perfectly proper for him in such a capacity to discuss the vital problem of the beef shortage which exists in this country at this time.

Dr. Melvin discusses the reasons for this shortage. He shows by the incontestable evidence of census statistics that our supply of beef cattle has dwindled more than 14 million head in ten years, that in 1912 we had nearly 28 per cent. less beef cattle than in 1903.

### Why Beef Is Scarce and Prices Are High.

"It is inevitable, therefore," says he, "that our beef should have become scarce and the prices high." He declares it to be "a simple business proposition that when the home market demands practically our entire output, at prices equal to or better than the foreign, there will be little or no exporting." And he takes occasion here to puncture the canard concerning the sale of United States beef cheaper in England than at home. He says it is not true, and that market quotations show it is not true.

He says the time has come when we must conserve our meat supply and take steps to increase it. He believes that "the present remunerative prices" farmers are receiving for food animals will accomplish it, and he urges farmers North and South to pay more attention to beef production.

### Meat Inspection the Best in the World.

His report on the Meat Inspection Service shows that its scope and volume has increased to the point where the means to operate it are exhausted, and that Congress must give more aid if the work is to keep pace with necessities. Sixty per cent. of the meat consumed in the United States, he says, is now government inspected, and of the remaining 40 per cent. half is killed on the farm, so that there remains but about 20

per cent. to come under State and local inspection.

He reviews inspection methods, defends them as the most stringent in the world, and calls attention to the fact that much meat which is condemned and destroyed here would be allowed to be sold under the strict inspection methods of foreign countries such as Germany, for example.

He recommends amendments to the Federal

## THE BEEF SHORTAGE AND ITS CAUSES

In that part of his report dealing with the beef supply situation, its causes and remedies, Dr. Melvin says:

The situation regarding our beef supply has been a fruitful cause for alarm in recent years. During the present year it reached an acute stage, as indicated by the fact that the highest prices ever known were paid for cattle at our stock centers this past summer.

We no longer have the former abundant supplies of cattle raised cheaply on the free range. The range is being cut up and fenced off into farms or diverted to sheep grazing. In addition there is the great increase in the price of corn and other feeds, which has made cattle feeding a risky and expensive undertaking, especially as for a considerable time the prices received were unsatisfactory from the feeder's standpoint. For these various reasons cattle raising went into disfavor, and the present greatly restricted supply is the result.

The home demand for beef, on the other hand, has been increasing along with the population. According to the census we have 29,000,000 more people to feed than we had 20 years ago. Americans are great meat eaters. A recent estimate made in this bureau shows the annual consumption of meat per head of the population to be 162 pounds, of which beef constitutes 80 pounds and veal 7½ pounds. This is about 25 pounds per head greater than the British consumption of beef and veal and approximately 40 pounds greater than that of France and Germany.

It is inevitable, therefore, that our beef should have become scarce and the prices high, and that our former large export trade should have dwindled to almost nothing. It is a simple business proposition that when the home market demands practically our entire output, at prices equal to or better than the foreign, there will be little or no exporting.

Some incorrect statements have appeared to the effect that American beef is sold cheaper in England than it is here. A comparison of market quotations shows that there is no material difference in the prices of the same quality of beef here and in England. It is true that large quantities of cheap beef are imported into England, but it is not United States beef. This meat is from South America and Australia; it is mostly frozen

meat inspection law to compel the printing of ingredients on the labels of mixed meat products, and also to give the bureau greater authority over retail butchers, farmers and other exempted meat dealers.

He touches on the question of trichinosis pork, repeats the warnings against eating raw pork, and says that if people will insist on eating it the government should be given enough money by Congress to conduct a microscopic inspection of such pork as is intended to be eaten raw. To inspect all pork microscopically he says would cost 4 million dollars a year, which is a million

and is of very different grade from that exported from this country.

Some idea of the growing scarcity of beef cattle may be had from the following table, which gives the number of milch cows and of "other cattle" in the United States on January 1 of each year for the past 10 years, as estimated by the Bureau of Statistics, Department of Agriculture:

Jan. 1—	MILCH COWS.		OTHER CATTLE.	
	Number.	Increase (+) or decrease (—). Per cent.	Number.	Increase (+) or decrease (—). Per cent.
1903	17,105,000	.....	44,659,000	.....
1904	17,420,000	+ 1.84	43,629,000	— 2.31
1905	17,572,000	+ .87	43,669,000	+ .09
1906	19,704,000	+ 12.64	47,068,000	+ 7.73
1907	20,968,000	+ 5.93	51,566,000	+ 9.56
1908	21,194,000	+ 1.08	50,073,000	— 2.90
1909	21,720,000	+ 2.47	49,379,000	— 1.39
1910	21,801,000	+ .37	47,279,000	— 4.25
1911	20,823,000	— 4.49	39,679,000	— 16.07
1912	20,699,000	— .60	37,260,000	— 6.10

On comparing the first and last years of the table it may be seen there are about 3,500,000 more dairy cows in the country than there were 10 years ago, whereas beef cattle during the same period have decreased 7,500,000. Taking the last six years of the period, we find that dairy cows have been practically stationary, while beef cattle have diminished by 14,306,000, or 27.74 per cent.

The time has come when we must conserve our meat supply and take steps to increase it, and at the present remunerative prices for food animals it is probable that this will be gradually accomplished. Farmers generally, and especially those in the corn belt, should take advantage of the situation to develop cattle feeding under the present favorable conditions.

The South has great possibilities for the future in this respect. The mild climate, the long grazing season, and the cheap land in this section make it highly suited for the purpose of beef production. This has been proved by the cattle-feeding experiments of this bureau in co-operation with the Alabama Experiment Station. There is, however, one drawback—the presence of the cattle tick. Fortunately this pest is being gradually but surely removed as a result of the energetic work of the Government and the several States involved. The development of cattle raising in the South should closely follow the extermination of the ticks.

dollars more than the entire meat inspection now costs.

In opening his report Dr. Melvin discusses the work of the bureau in general as follows:

#### Work of the Bureau of Animal Industry.

The work of the Bureau of Animal Industry during the fiscal year ended June 30, 1912, has been of the same general character as in recent years. While fostering and promoting the livestock industry in its various aspects, the highest mission of the bureau is to aid the people of the country in obtaining a plentiful and wholesome supply of food of animal origin, such as meat, dairy products, and eggs.

The organization remained as heretofore throughout the year. Effective July 1, 1912, however, the Inspection Division, owing to the growing volume and the varied nature of its work, was divided into two new divisions, to be known as the Meat Inspection Division and the Field Inspection Division, with Drs. R. P. Steddom and R. A. Ramsay as the respective chiefs. Dr. Steddom was previously chief and Dr. Ramsay associate chief of the Inspection Division.

The work of the Meat Inspection Division is sufficiently indicated by its name. The work of the new Field Inspection Division consists in the suppression and eradication of contagious diseases of livestock and the inspection of animals and the supervision of their movement in interstate commerce.

The number of employees in the service of the bureau at the beginning of the fiscal year (July 1, 1911) was 3,284. During the year there were 638 resignations and terminations, including 28 dismissals for cause. The accessions by appointment, reinstatement, and transfer numbered 665. The force on July 1, 1912, numbered 3,311, of whom 2,410 were engaged in the work of meat inspection.

Owing to the rapid increase of the work of the bureau, the funds from which promotions are ordinarily made are consumed in providing for this extension of the work. It is only natural that employees entering the service under the impression that they are to receive promotion after satisfactory service should become dissatisfied and disgruntled at not being advanced in salary after a reasonable time.

In order to attract and hold capable men, as well as to reward efficient service, I consider it desirable that some definite schedule of promotions should be arranged for the different classes of employees, and that funds should be provided by Congress according to these schedules so that those who are giving their best efforts to the service may expect and realize promotions within a reasonable time.

#### The Meat Inspection.

In reviewing the work of the Meat Inspection Service Dr. Melvin says:

The meat inspection constitutes the largest branch of the bureau's work. Inspection was carried on during the year at 940 establishments in 259 cities and towns. There were inspected at the time of slaughter 59,014,019 animals, as compared with 52,976,948 in the preceding fiscal year. The increase was mostly in hogs. There was a slight decrease in cattle, and a considerable proportion of these animals were thin and light in weight because of drought in a part of the Northwest.

There were condemned on post-mortem examination 203,778 entire carcasses and 463,859 parts of carcasses, making a total of 667,637 carcasses condemned wholly or in part. In addition, there were condemned on reinspection 18,096,587 pounds of meat and meat food products that had become spoiled or otherwise unfit for food since original inspection. More detailed statistics and information regarding the year's work appear in the portions of this report dealing with the work of the Inspection and Biochemic Divisions.

The growth of the inspection has reached the limit of the standing annual appropriation of \$3,000,000, and further extension will

depend upon an increase in the amount available for this work. In the estimates for appropriations for the fiscal year 1914 an increase of \$300,000 has been requested.

Census figures recently made available make it possible to compare the slaughter under Federal inspection with the total slaughter of animals for food in the United States in 1909, the year covered by the census returns. Taking the census figures for the total slaughter, and the bureau's statistics of the slaughter under Federal inspection during the fiscal year 1909, and converting the number of animals into pounds of dressed meat, it is calculated that 58.12 per cent. of all the meat slaughtered in the country in that year was Federally inspected. With the extension of the inspection in the last three years it is likely that the proportion slaughtered under Federal inspection now reaches about 60 per cent.

Of the 40 per cent. not under Federal inspection, nearly half represents the farm slaughter and the remainder consists mostly of the slaughter by local butchers.

#### Improvement in Recent Years.

The meat-inspection law of 1906 has now been in effect for six years. During the early

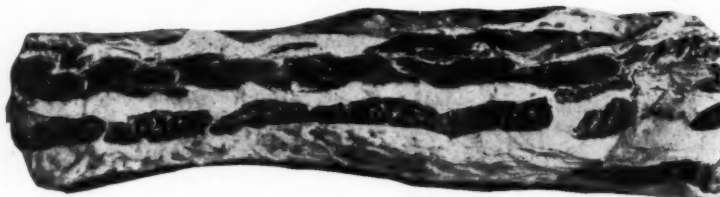
part of this period the service was extended to a large number of establishments not previously under inspection, and it was necessary to devote our energies toward remedying the more insanitary conditions. As time has gone by the older buildings have been for the most part replaced by buildings of the best modern sanitary construction, making possible great improvement in cleanliness and sanitation, until it can be justly claimed that the sanitary condition of slaughtering and packing establishments under Federal inspection is now beyond serious criticism.

In recent years we have been able to give more attention to improving details of the inspection service and bringing about a more uniform system based on definite standards. Seven traveling inspectors are constantly engaged in visiting the various stations, observing and reporting on the work as it is carried on, correcting irregularities, and endeavoring to promote uniform efficiency. No effort is spared to give our people a service that will protect them against diseased and unwholesome meat products, first by adopting standards of inspection that are sound and safe, and then by carrying on the inspection faithfully and efficiently in accordance with those standards.

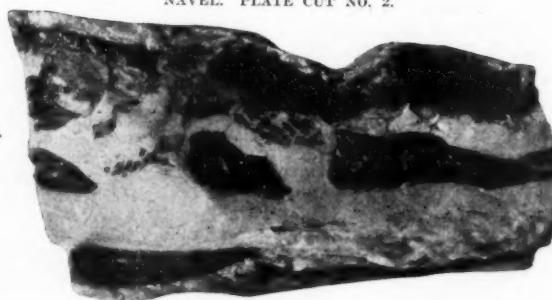
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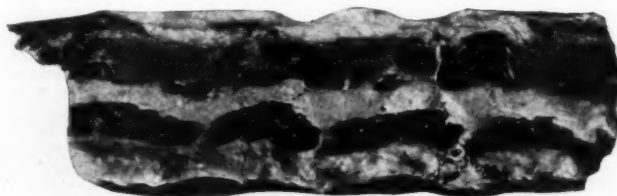
BRISKET. PLATE CUT NO. 1.



NAVEL. PLATE CUT NO. 2.



RIB ENDS. PLATE CUT NO. 3.



RIB ENDS. PLATE CUT NO. 4.

# VALUE OF VARIOUS CUTS OF BEEF

## Knowledge Which May Help to Reduce Living Cost

By L. D. HALL, Assistant Chief in Animal Husbandry, and A. D. EMMETT, Assistant Chief in Animal Nutrition, University of Illinois Agricultural Experiment Station.

(Continued from last week.)

[EDITOR'S NOTE.—This series of articles reports the salient points in an investigation which strikingly sustains the claims of the meat trade as to the value of the cheaper cuts of beef. It is something that should be brought to the attention of those who complain of high meat prices, and yet insist upon buying nothing but costly beef cuts.]

In previous issues the general plan of testing the value of various beef cuts was explained, and a report of the slaughter tests on selected animals was given. The chemical composition of the meat was also described. Description and illustrations were given of the retail loin, rib, round and chuck cuts.]

### The Plate.

The two principal divisions of the plate—the brisket and the navel—are remarkably similar in proportions of lean, visible fat and bone. (See Table 16.) The rib ends, which are small pieces cut from the upper portion of the navel, contain relatively more

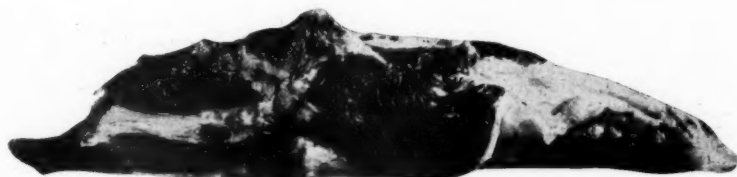
bone and less lean than the remainder of the plate, but are similar to it in percentage of visible fat. The wholesale trimmings consist chiefly of surplus fat taken from the lower edge of the plate. (The illustrations herewith show the brisket, navel and rib end cuts, the numbers of the cuts referring to the numbers of the items in Table 16.)

Table 16—Percentages of Lean, Visible Fat, and Bone in the Retail Cuts.

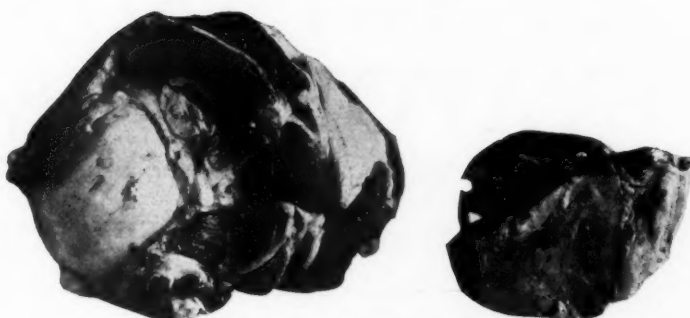
Retail plate cuts.	Lean.	Fat.	Bone.	Total.
1. Brisket .....	53.33	38.51	7.78	99.62
2. Navel .....	54.87	37.22	7.91	100.00
3. Rib ends .....	49.44	37.31	12.35	99.10
4. Rib ends .....	50.79	36.39	12.36	99.54
5. Wholesale trimmings ..	13.89	86.11	0	100.00
Entire plate .....	50.61	40.73	8.47	99.81



FLANK STEW. FLANK CUT NO. 1.



SHANK STEW. FORE SHANK CUT NO. 1.



KNUCKLE SOUP BONES. FORE SHANK CUTS NOS. 2, 3.



FORE SHANK SOUP BONES. FORE SHANK CUTS NOS. 4, 5, 6.

### The Flank.

About half the weight of the flank cut from prime cattle consists of surplus fat which must be trimmed off and sold for tallow. A boneless steak is then stripped off, which, in this test, consisted of about 83 per cent. lean and the remainder, visible fat. The rest of the flank (cut No. 1) is stewing meat containing about two parts of lean to one of visible fat. (The illustrations herewith show the flank cuts, the numbers of the cuts referring to the numbers in Table 17.)

Table 17—Percentages of Lean, Visible Fat, and Bone in the Retail Cuts.

Retail flank cuts.	Lean.	Fat.	Bone.	Total.
1. Stew .....	64.11	34.79	.58	99.48
2. Flank steak .....	83.05	16.44	0	99.49
3. Trimmings (wholesale) ..	.37	99.63	0	100.00
Entire flank .....	56.30	63.18	0.25	99.73

### Fore Shank.

The boneless stewing piece taken from the front of the shank (cut No. 1) contains a larger proportion of both lean and fat than the shank soup-bone cuts. Of the latter, it is seen in Table 18 that the two cuts nearest

Table 18—Percentages of Lean, Visible Fat, and Bone in the Retail Cuts.

Retail fore-shank cuts.	Lean.	Fat.	Bone.	Total.
1. Stew .....	52.58	17.10	0	99.68
2. Soup bone (knuckle) ..	29.38	11.12	58.68	99.18
3. Soup bone .....	28.03	10.98	60.23	99.24
4. Soup bone .....	39.88	13.14	46.61	99.62
5. Soup bone .....	68.88	5.68	25.16	99.72
6. Soup bone .....	17.43	6.51	74.94	98.88
Entire shank .....	47.61	11.63	40.20	99.44

the chuck (Nos. 2 and 3) are very similar, containing small proportions of lean and much bone. In the next two cuts the percentage of lean increases and that of bone decreases. The fifth cut contains a remarkably large percentage of lean and of gross meat, while the sixth cut, containing about 75 per cent. of bone, has the smallest relative amount of meat. (The illustrations herewith show the cuts from the fore shank, the numbers of the cuts referring to the numbers of the items in Table 18.)

(To be continued.)

### MEAT SHORTAGE IN 1912.

Estimated receipts of cattle at four principal packing points for the calendar year 1912 are given as 6,811,506 head, compared to 7,302,832 head for 1911. This is a shortage in marketing of nearly half a million head for the twelve months. Receipts of hogs at four points for the year are estimated at 15,106,142 head, compared to 15,772,100 head for the previous year, or a decrease of nearly 700,000 head. Sheep and lambs marketed at four points in 1912 are estimated at 12,189,391 head, as compared to 11,881,440 head for 1911, or a gain of about 300,000 head.

### CHICAGO PACKING IN 1912.

Packing figures at Chicago for 1912, compared to the previous year, are given as follows by the Live Stock World:

	1912.	1911.
Cattle .....	1,681,136	1,715,279
Calves .....	482,932	493,561
Hogs .....	5,998,782	5,929,585
Sheep .....	4,880,873	4,452,821
Totals .....	13,043,723	12,591,246

These figures include 390,467 hogs in 1912 and 352,947 hogs in 1911 received direct from the country by packers outside the yards.

Valuable trade information may be found every week on the "Practical Points for the Trade" page.



## PRACTICAL POINTS FOR THE TRADE

### ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.]

### TESTS IN TRIMMING HOGS' HEADS.

A hog's head test for lean meats resulted as follows: 430 heads were trimmed free of all fat and skin, washed and chilled, then split, and the brains removed—the brains, by the way, averaged  $3\frac{1}{2}$  ounces per hog—and delivered to hog head trimmer. The latter in ten hours weighed in 470 pounds of cheek meat and 247 pounds of lean head meat, all good sausage meats.

Ordinarily cheek meat is taken out, after a fashion, but the head meat goes to the tank and has little or no tank value. It would seem well worth while to save all this head meat for the sausage room. Again, pigs' snouts, a very acceptable edible, when thoroughly trimmed, cleaned and washed, will run close to half a pound per head.

A man trimming heads soon becomes expert and can trim 250 heads in five hours, and possibly 450 in ten hours, and is usually paid per pound of meat he turns in.

### LABELING LARD AND HEAD CHEESE.

Under the latest instructions to Federal meat inspectors a product labeled as "prime steam lard" cannot contain any fats or trimmings from cured meats. Nor can "head cheese" be called such, if it contains products from hog stomachs, tripe, etc., or from other animals. The regulations read as follows:

Since the term "prime steam lard" in its accepted sense refers solely to lard rendered from fresh cutting and killing fats, no fats or trimmings obtained from cured meats

should be included in the preparation of a product which is to be labeled "Prime steam lard."

Since the term "manteca de chicharron" in its accepted sense has reference to kettle-rendered lard, labels, stencils, etc., bearing this term should be used only on containers of this product.

Since the term "head cheese" in its accepted sense refers solely to products from pork heads, labels bearing this term should not be used in connection with products obtained from other portions of hog carcasses or from other animals, such as hog stomachs, tripe, etc., unless the addition of such products is indicated on the label in the following manner: "Head cheese and tripe," "Head cheese and hog stomachs," "Head cheese and meat products," etc.

### TO MAKE GOOD SAUSAGE.

(Continued from last week.)

An inquiry reached The National Provisioner not long ago from a foreign subscriber who had heard that sausage casings were being made in this country from parchment, and were a commercial success. No instance of this has come to the attention of The National Provisioner. Up to date the only casing for sausage meats successfully used is that made from intestines of cattle, hogs and sheep.

In the matter of beef casings the weight and size of the bullock makes no particular difference in the quality of the casing. The best hog casings are obtained from hogs weighing from 125 to 300 pounds. Small hogs give narrow casings, which are not so handy as those from medium-weight animals. Casings from young sheep cannot be used. Likewise, no casings are made from the entrails of calves.

The preparation and cleaning of casings require particular care, but those who make a business of this do it well. There is nothing which can be cleaner than a well-prepared casing. A great many casings are imported from various countries and they enjoy a good reputation. As a general rule, however, there are none better than those made in the

United States, of which great quantities are exported.

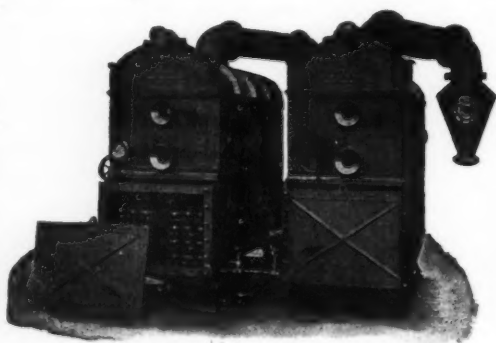
The method generally followed of preparing casings in this country is carried out very thoroughly and systematically. Machines for cleaning hog and beef casings are in use where there are large quantities to be handled. These machines do the work better than it can be done by hand and in very much less time, thus demonstrating their value as economical factors.

Some, however, have objections to machine-cleaned and will use none but hand-cleaned casings. The latter are prepared in the following manner: The intestines coming from the animal are thoroughly flushed out with clean water to remove any refuse and undigested food. Then the surplus fat is at once removed from the outside by shaving with a sharp knife. After this "fating" they are then put in a tub or vat of warm water, washed, and scraped with a piece of wood, sharpened after the manner of a knife. By this means, the soft, mucous-like outside coating is removed. They are then turned inside out and the inside subjected to the same treatment. After the first scraping the casings are washed again and the scraping repeated. They are then well rinsed in cold water, drained and salted.

Thereafter the casings are well rubbed with salt and packed in bunches or bundles for a few days. This treatment cures them and also gives them a chance to drain. The bunches, after remaining a sufficient time, are overhauled and the surplus salt shaken out. They are then re-rubbed with fine pulverized salt. This is known as "casing salt" and is specially made for this purpose.

When ready for shipment, they are packed in tight barrels or kegs, which are usually lined with cheese-cloth or muslin. Casings are sold by the piece, pound, or set. Each bunch or bundle will weigh, when packed, about four pounds, but this will vary. Casings are classed as hog bungs, hog casings,

(Continued on page 27.)



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## OFFICIAL CONFIRMATION

Reference has been made in these columns to the assertions of campaign speakers and newspapers of a certain political persuasion during the recent presidential campaign to the effect that United States beef was sold in England cheaper than at home. The object of the assertions and the "cooked-up" figures that accompanied them was to bolster up the contention that free trade in meats would solve the meat price problem—as, indeed, these campaigners contended it would solve pretty nearly every other economic difficulty.

However, that's not the point just here. The point here is that these campaigners gave the public a false impression concerning the sale of our meats abroad cheaper than at home. They even made their candidate for

President—our next Chief Executive—say it. He took their word for it, and he was put in a false position, as we pointed out at the time. For the assertion was absolutely without foundation in fact, as the real figures showed.

These enthusiastic partisans failed to heed the presentation of the real facts by The National Provisioner. It is very likely that they will continue to repeat their canards, as the tariff comes up for discussion. That's their game, and they may be expected to play it.

But it is interesting in this connection to note a paragraph from the annual report of the Chief of the Bureau of Animal Industry of the Department of Agriculture, just made public. This official—who is non-partisan if any civil service servant of the government may be said to be so—is the head of the Meat Inspection Service, and as such has close supervision of the entire meat industry. He must be regarded as our chief statistical and scientific authority on meat questions.

In his annual report, discussing the beef shortage that now exists, he says:

*"Some incorrect statements have appeared to the effect that American beef is sold cheaper in England than it is here. A comparison of market quotations shows that there is no material difference in the prices of the same quality of beef here and in England.*

*"It is true that large quantities of cheap beef are imported into England, but it is not United States beef. This meat is from South America and Australia; it is mostly frozen, and is of very different grade from that exported from this country."*

Thus the Federal government in an official report confirms the contentions of The National Provisioner on this point, and refutes a statement unfortunately put into the mouth of the next President of the United States by his campaign speech-writers. Which goes to show that it is sometimes worth while to look up the facts before you speak—that is, if you want to tell the truth. And no one would assume for a moment that Mr. Wilson had any desire to misrepresent. He was simply the victim of an ignorant or overzealous campaign press agent.

## MEAT INSPECTORS ORGANIZE

A meeting was held in Chicago recently to form a national organization of inspectors and employees of the federal meat inspection service. Inspectors in this service are organized locally in many cities, but there has been no national organization. The local organizations have been formed chiefly for educational purposes and to increase the efficiency of the service. It is said that the movement for a national organization will include these aims, but that its chief purpose will be to advance the material interests of federal inspection employees.

Particular protest has been made against the low salaries paid meat inspectors, con-

sidering the requirements of the service and the standard of knowledge required. A meat inspector is paid \$1,000 to \$1,200 a year, and a veterinary inspector from \$1,400 to \$1,800 a year. Subordinates are paid less. The men claim these salaries are entirely inadequate, and the new organization will endeavor to secure increases.

There is no doubt that the federal inspectors are poorly paid. The veterinarian is a professional man, and the meat inspector must have knowledge and experience which would command a good salary were he to enter packinghouse employment. These men should be better paid. It would not only be justice, but it might tend to alleviate some of the most irritating difficulties of the meat inspection administration.

There are a few men at present in the service who, judging from their manner of administering their duties and their attitude toward those with whom they come in contact, should be in supreme authority and commanding high remuneration somewhere—but not in the packinghouse field! It is possible that the government might find it agreeable to dispense with their services were it possible to offer adequate remuneration to others to take their places. The trade is hoping it might, and from that angle at least, is wishing the inspectors success in their new movement.

## COTTONSEED OIL TRADING

Notwithstanding the dissatisfaction expressed in some quarters because of the periodical lulls in the volume of business received by the cottonseed oil future department of the New York Produce Exchange, the year ending 1912 could not be construed as other than very encouraging.

Sales in the contract market aggregated 4,040,000 bbls., the largest on record. In 1911 the amount of oil traded in amounted to 3,204,000 bbls. The tendency has been for the trade to expand ever since the inauguration of dealings in futures several years ago and this trend is perhaps significant at this time when more or less agitation is current against the maintenance of option markets.

The increased dealings on the Produce Exchange during the year seems to show content among Southerners who are to be identified with the production source and other interests representing the consuming contingent. Speculative operations, seemingly, have been less in evidence, but it must be said that at all times the market has been sufficiently broad to cope with the business offered. A lot of credit has been properly accorded the various committees affiliated with the cottonseed oil industry for their untiring and energetic efforts in perfecting the rules and regulations of the trade to the mutual advantage of all concerned.

## TRADE GLEANINGS

A. Brown and associates will erect a cottonseed oil mill at Attala, Ala.

The Farmers' Cotton Oil Company, Mangum, Okla., will rebuild its plant.

The fertilizer plant of Swift & Company at Chicago, Ill., has been destroyed by fire.

The packing plant of Arbogast & Bastian at Allentown, Pa., has been badly damaged by fire.

The Riley Packing Company, Harrington, Del., has been incorporated with \$25,000 capital stock.

The recently incorporated Greer Fertilizer Company, Greer, S. C., will build a fertilizer mixing plant.

The Beech Nut Packing Company has awarded the contract for its new Rochester (N. Y.) plant.

The San Antonio Fertilizer Company, San Antonio, Tex., has awarded contract for the erection of its new plant.

The Southern Fertilizer Company, Louisville, Ky., has been incorporated with a capital stock of \$25,000 by E. C. Foltz, W. J. Druen and H. C. Nail.

A. F. McClaine and E. T. Coman have purchased the Mitchem Brothers Packing Company's plant at Spokane, Wash., at a receivers' sale for \$200,000.

The Plant of the Roberts Packing Company and the fertilizer plant of the General Manufacturing Company at Baltimore, Md., have been damaged by fire.

The Blackmon-Estridge Livestock Com-

pany, Kershaw, S. C., has been incorporated with a capital stock of \$10,000 by W. L. Blackmon and J. H. Estridge.

The Navajo Gypsum and Fertilizer Company, Holbrook, Ariz., has been incorporated with a capital stock of \$100,000 by F. M. French, C. M. Cotton and others.

The A. H. Edwards Provision Company, E. Orange, N. J., has been incorporated with a capital stock of \$25,000 by H. H. Picking, C. O. Geyer and F. E. Ruggles. The company will slaughter hogs, cattle, sheep, etc.

The report of the American Ice Company for the year ended October 31, 1912, shows net earnings of \$1,687,687, against \$1,846,750 in 1911. The surplus after charges was \$369,245, equal to 2.47 per cent. on the preferred stock as compared with 4 per cent. earned last year.

At the annual meeting of the board of directors of the American Can Company, held on Tuesday, F. S. Wheeler was elected president of the company to succeed William T. Graham, resigned. Other officers elected were H. W. Phelps and F. Rudolph, vice-presidents, and R. H. Isman, treasurer.

President P. P. Byrd has appointed the following as members of the building committee to secure plans and obtain bids for the erection of buildings for the Arkansas Packing Company at Pine Bluff, Ark.: William Nichol, Pine Bluff, chairman; J. C. Bain, Portland; Fred D. Gibson, Stuttgart; F. L. Fox, Pine Bluff, and O. F. Tedstrom, Pine Bluff.

### MEAT INSPECTION PROSECUTIONS.

The Federal Government continues its prosecution of violations of the meat inspection law, most of which are shipments by farmers and speculators of "bob" veal, etc. The latest report of cases is as follows:

In the case of United States v. Eddie Kloth, Medford, Wis., for violating the meat-inspection act in shipping one immature calf carcass in interstate trade, the defendant entered a plea of nolo contendere. The court imposed a sentence of 60 days in jail and a fine of \$50. The defendant paid the fine and the jail sentence was suspended.

In the case of the United States v. John Eppers, Withee, Wis., for violating the meat-inspection act in shipping immature calf carcasses in interstate trade, the defendant entered a plea of nolo contendere. The court imposed a sentence of 60 days in jail and a fine of \$25. The defendant paid the fine and the jail sentence was suspended.

In the case of the United States v. J. Berdan Co., Auburndale, Wis., for violating the meat-inspection act in shipping immature calf carcasses in interstate trade, the defendant entered a plea of nolo contendere. The court imposed a sentence of 60 days in jail and a fine of \$100. The fine was paid and the jail sentence was suspended.

In the case of the United States v. J. Haminger, Hudsonville, Mich., for violating the meat-inspection act in shipping one immature

calf carcass in interstate trade, the defendant entered a plea of guilty and the court imposed a fine of \$50.

In the case of the United States v. Henry Verhoeks, Grand Haven, Mich., for violating the meat-inspection act in shipping one immature calf carcass in interstate trade, the defendant entered a plea of guilty and the court imposed a fine of \$50.

In the case of the United States v. Arie Diepenhorst, Zeeland, Mich., for violating the

meat-inspection act in shipping one immature calf carcass in interstate trade, the defendant entered a plea of guilty and the court imposed a fine of \$50.

In the case of the United States v. August Rabe, Kalamazoo, Mich., for violating the meat-inspection act in shipping one immature calf carcass in interstate trade, the defendant entered a plea of guilty and the court imposed a fine of \$50.

In the case of the United States v. John J. Slag, Holland, Mich., for violating the meat-inspection act in shipping one immature calf carcass in interstate trade, the defendant entered a plea of guilty and the court imposed a fine of \$50.

In the case of the United States v. H. M. Bigelow, Alamo, Mich., for violating the meat-inspection act in shipping one immature calf carcass in interstate trade, the defendant entered a plea of guilty and the court imposed a fine of \$50.

In the case of the United States v. Martin Birch and A. E. Birch, Muskegon, Mich., for violating the meat-inspection act in shipping four immature calf carcasses in interstate trade, the defendants entered a plea of guilty and the court imposed a fine of \$50 against each defendant.

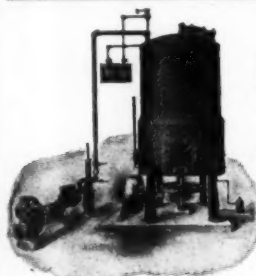
In the case of the United States v. Dell Abrams, Lawrence, Mich., for violating the meat-inspection act in shipping one immature calf carcass in interstate trade, the defendant entered a plea of guilty and the court imposed a fine of \$50.

In the case of the United States v. Charles H. Fiebrantz and Ferdinand F. Benz, Milwaukee, Wis., for violating the meat-inspection act in shipping uninspected calf carcasses in interstate trade, the defendants entered a plea of guilty. Each of the defendants was fined \$50 by the court.

### HOLIDAY GREETINGS.

Among the holiday greetings received by The National Provisioner and for which acknowledgment is due were attractive cards and other forms of holiday greetings from the Armstrong Cork Company, the Magnolia Cotton Oil Company of Houston, Tex.; Secretary Robert Gibson, of the Inter State Cotton Seed Crushers' Association, Dallas, Tex.; General Manager H. J. Parrish, of the Gayoso Oil Works, Memphis, Tenn.; Secretary F. D. Coburn, of the Kansas State Board of Agriculture, Topeka, Kan., and many more.

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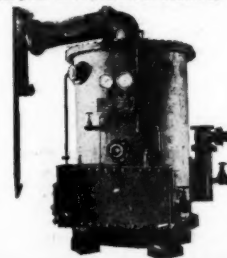
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## FOR PURCHASING DEPARTMENTS

### TWENTY-SEVENTH "BOSS" ANNIVERSARY.

The Cincinnati Butchers' Supply Company celebrated its twenty-seventh anniversary with a banquet on December 28, at the Park Hotel, College Hill, Cincinnati, O. The officers of the company had invited the head men of the different manufacturing departments of the company and their office and selling forces to participate in this joyous occasion. Vice-President John J. Dupps was toastmaster, and addresses were made by President Chas. G. Schmidt, Vice-President A. W. Gaddum, Secretary Geo. Grieshaber and the manager of the wood working department, Gustav Schmidt. It was a very delightful affair and everyone present promised to help to make the coming year still more successful than any previous one.

Those participating were: Chas. G. Schmidt, A. W. Gaddum, John J. Dupps, W. C. Spielman, Geo. Grieshaber, A. J. Apfel, Herman Schmidt, Walter Hamman, Vincent Moehringer, Edwin Munzebrock, R. Tieberman, D. V. Champney, Wm. H. Sweet, Chas. Schwing, Oscar Schmidt, Wm. R. Marquardt, Gustav Schmidt, Chas. Wesseler, Albert Johnson, Jacob Thiel, Grover Sibley, Fred Schmidgall, Wm. Henke, Frank Schmidt, Jacob Stoeckli, L. Peterson, M. Brueckner, Chas. Naegelen, Gus. Klawitter, H. Schulman, H. Kornman, T. Leuser, B. Piper, and J. Eick. Also Arthur Michel, Indianapolis, Ind.; Wm. Fisher, Louisville, Ky.; T. G. Lahart, Nashville, Tenn.; Geo. McSweeney, Richmond, Va.; G. E. Brooks, Birmingham, Ala., and E. Gugenheim, Charlotte, N. C.

### ICE HANDLING EQUIPMENT.

A gig ice elevator and lowering machine for handling manufactured ice has been erected at the plant of Parker, Webb & Co., Detroit, Mich. Gifford-Wood Co., Chicago, supplied the equipment.

James Morrow, of Waukegan, Ill., has equipped his ice house with side feed elevator. Gifford-Wood Co., Chicago, supplied the outfit.

A Gifford-Wood Co. perpendicular ice elevator has been purchased by the Dotterweich Brewing Co., of Dunkirk, N. Y.

J. Carpinello, of East Greenbush, N. Y., has improved his ice houses and installed an ice elevator. Gifford-Wood Co., Hudson, N. Y., furnished the equipment.

G. E. Halliday, of Wallkill, N. Y., has equipped his ice house with a Gifford-Wood Co. perpendicular elevator.

A perpendicular ice elevator has been purchased by the Beatrice Creamery Co., of Lincoln, Neb. Gifford-Wood Co., Chicago, furnished the machinery.

An up-to-date system of machinery for handling manufactured ice is being installed at the plant of S. A. Robertson, San Benito, Tex. The equipment consists of a single chain platform conveyor, 528 ft. long; one gig elevating and lowering machine and end thrust friction hoist; two adjustable elevators with crab hoists, all being of special design and arranged for handling ice cakes 11 in. x 22 in. x 44 in. The machinery was furnished by Gifford-Wood Co., Chicago, and is being installed under the supervision of their engineering department.

### YORK REFRIGERATING PLANTS.

The York Manufacturing Company, York, Pa., report that since November 20 they have installed the following plants:

Danville Artificial Ice Company, Danville, Ill., one 40-ton flooded can ice making plant, with 65-ton vertical single acting compression side.

Sawyer Biscuit Company, Chicago, Ill., one 17-ton belt driven refrigerating compression side and refrigerating plant.

Chattanooga Iron & Coal Company, Chattanooga, Tenn., two 125-ton vertical single acting compression side, cross compound engine and brine refrigerating plant.

W. L. Glatfelter's residence, Spring Grove, Pa., one 4-ton motor driven compression side, 1/4-ton ice making system and brine refrigerating system.

San Benito Ice & Cold Storage Company, San Benito, Tex., for their Bay City plant, one 65-ton belt driven refrigerating vertical single acting compression side, and 35-ton raw water ice making plant.

San Benito Ice & Cold Storage Company, San Benito, Tex., for their Harlington, Tex., plant, one 20-ton belt driven refrigerating compression side and direct expansion refrigerating plant.

San Benito Ice & Cold Storage Company, San Benito, Tex., for their San Benito plant, one 50-ton raw water ice making plant and miscellaneous new material for their old plant.

McKenzie Brothers, Plainfield, N. J., one 4-ton steam driven refrigerating compression side and refrigerating plant.

R. J. Pile, Friedens, Pa., one 11-ton steam

driven refrigerating compression side and 40-ton raw water ice making plant.

Baltimore County Water & Electric Company, Baltimore, Md., one 4-ton refrigerating compression side and refrigerating plant.

Van Nuys Hotel, Los Angeles, Cal., one 8-ton belt driven compression side and refrigerating plant.

Napa State Hospital, Napa, Cal., one 10-ton vertical single acting belt driven compression side, and 3-ton raw water ice making plant.

New York Central and Hudson River R. R. Company, Grand Central station, New York, one 17-ton belt driven compression side, 3-ton raw water ice plant and brine refrigerating system.

Senor Bosch, Guauajay, Cuba, one complete 10-ton ice making plant.

Midvale Steel Company, Philadelphia, Pa., one 45-ton belt driven compression side and water cooling plant.

Grant Rohrer, New York, N. Y., one 6-ton belt driven compression side and refrigerating plant.

Dempsey Hotel, Macon, Ga., two 8-ton belt driven compression sides and one 1 1/2-ton ice making system.

Frank L. Campbell, Philadelphia, Pa., one 4-ton belt driven compression side and refrigerating plant.

Wistar Institute of Anatomy, Philadelphia, Pa., one 1/2-ton belt driven compression side and refrigerating plant.

Valley Supply Company, Yatesboro, Pa., one 4-ton belt driven compression side and refrigerating plant.

The Midwick County Club, Ramona Acres, Cal., one 10-ton steam driven enclosed compression side and refrigerating plant.

L. F. Lores, West Orange, N. J., one 4-ton enclosed belt driven compression side and refrigerating plant.

Henry L. Holsten, New York, N. Y., one 4-ton enclosed belt driven compression side and refrigerating plant.

Yale & Towne, Building, New York, N. Y., one 4-ton enclosed compression side and refrigerating plant.

Broad Rock Mineral Springs Company, Inc., Richmond, Va., one 2-ton enclosed belt driven compression side and refrigerating plant.

Provident Coal Company, Fairpoint, Ohio, one 2-ton belt driven enclosed compression side and refrigerating plant.

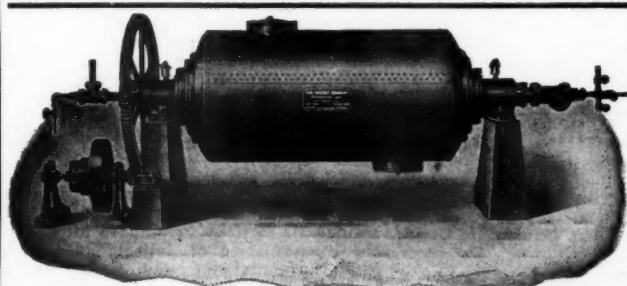
Reynold's Memorial Hospital, Glendawl, W. Va., one 2-ton enclosed belt driven compression side and refrigerating plant.

Geo. Middendorf Company, Chicago, Ill., one 4-ton enclosed belt driven compression side and refrigerating plant.

The Kent Company, Ltd., Montreal, Canada, one 2-ton enclosed steam driven compression side to be installed for the Modern Refrigerating Company, Vancouver, B. C.

J. E. Horton, City Market, Spokane, Wash., one 11-ton enclosed belt driven compression side and refrigerating plant.

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# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Missouri Valley, Ia.—The Missouri Valley Ice and Cold Storage Company has been incorporated with a capital stock of \$100,000.

Cashmere, Wash.—W. J. Rice and E. F. Howell have incorporated the Cashmere Cold Storage Company with a capital stock of \$30,000.

Dallas, Tex.—The Oak Lawn Ice and Fuel Company has been incorporated with a capital stock of \$50,000 by J. L. Brown, R. J. Torrance and J. E. Cockrell.

Rocky Mount, N. C.—The North State Ice Company has been incorporated with a capital stock of \$100,000 by J. W. Hines, R. H. Hicks and others.

## ICE NOTES.

Ludlow, Ky.—The Ideal Supplies Company will erect an ice plant of 30 tons capacity. Zebulon, N. C.—S. Z. Gill proposes to install a 10-ton ice plant here.

Sedalia, Mo.—The Sedalia Light and Traction Company will rebuild two ice plants.

Seadrift, Tex.—Elick & Salyer, of Granger, Tex., will erect an ice plant.

Augusta, Ga.—A. M. Dixon and R. Gamble, of Jacksonville, Fla., will erect an ice plant to cost \$15,000.

El Paso, Tex.—The El Paso Ice and Refrigeration Company will build an ice and refrigeration plant with a capacity of 100 tons.

Baltimore, Md.—L. Eckels & Sons' Ice and Manufacturing Company is receiving bids to erect an ice plant.

Winston-Salem, N. C.—The Carolina Ice and Coal Company has been organized to continue the business of the Carolina Cold Storage and Ice Company.

Jersey City, N. J.—The Jersey City Dairy Company has purchased a plot of ground at Bay and Provost streets upon which a cold storage warehouse will be erected.

Memphis, Tenn.—The Lilly Ice Cream Company and Purity Ice Cream Company have consolidated as the Lilly-Purity Ice Cream Company, and increased the capital stock from \$25,000 to \$75,000.

Charleston, S. C.—The Carolina Public Service Corporation, Columbia, S. C., has purchased plants of the Charleston Ice Manufacturing Company and T. W. Carroll. The plants are to be improved and capacity increased. The company has also purchased plants at Greenville, Columbia, Spartanburg, Union and Johnston.

## COLD STORAGE INVESTMENT.

In a recent issue the Wall Street Journal says: Investment in cold storage industries is bound to form a prominent part of inquiries into the cost of living and the economies of distribution in the next calendar year. There has been considerable work done on this subject by way of public investigation. Among the most valuable results brought out are those of the Massachusetts commission, which investigated the cold storage of food with special regard to its influence upon supplies and prices. No less important was the bearing of the storage process upon public health.

The Massachusetts commission found that the chief commodities subject to cold storage handling are eggs, butter and poultry. The capital invested, according to the Ice and Refrigeration Blue Book, in 860 public cold storage warehouses having a storage space of 169,541,000 cubic feet, was \$75,000,000 in 1911. Estimates of the value of goods stored in all the public cold storage warehouses during one year range from \$500,000,000 to \$700,000,000.

Effects of cold storage on prices, according to the findings of the Massachusetts commission, are that the average price of butter and poultry were lower in the second decade of the past twenty years, during which decade supply and demand were influenced by storage facilities, than they were during the preceding decade. It was somewhat different with eggs, which were higher. The effect of storage on supply would seem to be an increase in the volume of production, arising from the improved prices of such produce during the periods of plenty on account of improved demand for storage.

The average price of butter for the season of scarcity was considerably lower in the second decade than the first. This was due to the influence of cold storage in increasing the supply offered for sale during periods of scarcity. Price fluctuations of butter, eggs and poultry during the ten years ending 1910 were less in that decade than in the preceding one. This is apparently the result of a more even distribution of the supply of perishable food products over the market year by cold storage.

## MEAT INDUSTRY AND INSPECTION.

(Continued from page 16.)

The operations of our inspection service have many times been observed and investigated in recent years by authorities and experts not only in this country, but from various parts of the world, and such people regard it as very efficient. Several eminent foreign scientific men who were delegates to the recent International Congress of Hygiene and Demography at Washington took occasion to visit the packing houses at Chicago and elsewhere, and, so far as I have heard, all without exception expressed themselves in terms of high commendation of our inspection service. The opinions of such experts vastly outweigh the criticisms of those who are not specially qualified to pass judgment on the technical questions involved in meat inspection.

### Passing Meat From Slightly Affected Animals.

There is occasionally some misunderstanding regarding the passing for food of meat from animals slightly affected with certain diseases, such as tuberculosis. The scientific

standards followed by the bureau in determining when to pass and when to condemn meat in such cases represent the practically unanimous views of the world's experts in pathology and other branches of science having a bearing on the subject. These authorities agree that, although an animal may be affected with a disease in a certain form, a portion of the meat may be absolutely sound, healthful, wholesome, and fit for human food.

It should be thoroughly understood that we do not pass diseased meat; we only pass under certain circumstances the sound and wholesome meat of a slightly diseased animal after removing and condemning the affected portion, usually merely glands or an organ. And in drawing the line we take the safe side for the protection of the consumer, as is shown by the report of a commission hereinafter quoted.

Our regulations and practices in this respect are fully as strict as those of any other nation, and we condemn meat that in some other countries would be passed for food.

A few years ago our regulations on this point were submitted to a commission of scientists outside the department, namely: Dr. William H. Welch (chairman), professor of pathology, Johns Hopkins University; Dr. L. Hektoen, professor of pathology, University of Chicago; Dr. Joseph Hughes, president of the Chicago Veterinary College; Dr. V. A. Moore, professor of comparative pathology, Cornell University; Dr. Leonard Pearson, dean of the veterinary department, University of Pennsylvania; Dr. M. J. Rosenau, director of the Hygienic Laboratory, United States Public Health and Marine-Hospital Service; and Dr. Charles Wardell Stiles (secretary), chief of the Division of Zoology, Hygienic Laboratory, United States Public Health and Marine-Hospital Service. This commission reported that:

"In general the regulation in question fully safeguards the public health in so far as the points contained in regulation 15 are concerned. If there be any general error in the regulation, this is in favor of the public rather than in favor of the butchers and packers. Most of the paragraphs of regulation 15 are indorsed without comment. Several sections (for instance, the sections on hog cholera, swine plague, actinomycosis, tuberculosis, and tapeworm cysts) could be made less stringent without any danger to the health of the consumer."

### Changes Made in Meat Regulations.

The changes made in the regulations with regard to the disposal of animals and carcasses affected with disease and other conditions, since the passage of the law of 1906, are summarized as follows:

(1) No change has been made in the methods of disposing of carcasses affected with anthrax; blackleg, emaciation and anemia, erythema, hemorrhagic septicemia, icterus, mange, melanosis, parasitic ictero-hematuria, pseudo-leukemia, pyemia, rabies, ringworm, septicemia, Texas fever, traumatic pericarditis, and urticaria.

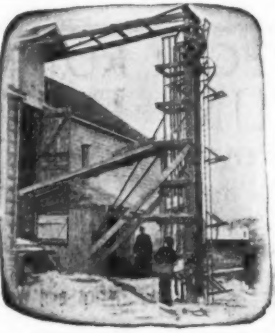
(2) The present regulations, including all amendments and instructions, are more rigid with regard to these diseases and conditions: Actinomycosis (lumpy jaw), enteritis, hog cholera and swine plague, malignant epizootic catarrh, mammitis, measles cysts (exclusive of beef measles), meningitis, metritis, peritonitis, phlebitis, pleurisy, pneumonia, polyarthritis, uremia and sexual odor, dead and dying animals, and organs or parts of carcasses which are badly bruised or which are affected by tumors, abscesses, suppurating sores, or liver flukes. Furthermore, in the 1906 regulations sections were added providing for the condemnation of animals affected with lockjaw or tetanus and those carelessly scalded. In 1908 additional regulations were made to cover the disposition of carcasses affected with vaccinia, milk fever, railroad sickness, gid parasites in sheep, hydatid cysts, and intestines showing nodular formations, and providing further for the segregation of

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CINCINNATI: The Burger Bros. Co.  
CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DENVER: Denver Transit & Warehouse Co.  
DALLAS: Oriental Oil Co.  
EL PASO: El Paso Storage Warehouse Co.  
FORT WORTH: Western Warehouse Co.  
HAVANA: O. B. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Louisville Public Warehouse Co.  
MILWAUKEE: Central Warehouse.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: Brewers' & Bottlers' Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hanslacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

diseased carcasses. Since 1908 amendments have been issued regarding necrobacillosis and sheep measles, in accordance with new discoveries in animal pathology.

(3) The only diseases and conditions regarding which the regulations (including all amendments and instructions) have been made less stringent are tuberculosis, beef measles, pregnancy and parturition, and the minimum age limit for young animals. The modifications regarding tuberculosis were made in pursuance of the recommendations of the expert commission above mentioned, and the changes affecting all of the last-named group were made in accordance with the latest scientific knowledge and with the prevailing opinions of the leading authorities on the subjects.

### Regulations Made More Stringent.

The regulations have therefore been made more stringent in many particulars, while in only four out of a long list of diseases and conditions have there been modifications which might be regarded as less rigorous, and in these four items the regulations are still on the safe side for the protection of the consumer and are abundantly justified by the best authorities. On the whole the standards of inspection have been steadily raised in recent years.

In practice and technique the inspection has likewise been improved. This is especially true of the lymph-gland inspection, which is recognized by all authorities on meat inspection as the fundamental principle, in fact the keystone, of an efficient meat-inspection service. The improvement in sanitation has already been mentioned. The proportion of condemnations since 1906 is about 50 per cent. higher than for a similar period before that year.

Some comment has been made on the bureau's practice of marking meats as inspected and passed when the animals were slightly effected with disease which, in the opinion of experts, did not affect the wholesomeness of the meat. The suggestion has been offered that such meat, instead of being given the usual mark "U. S. inspected and passed," should be marked in a special way to show that although it is believed by the inspector to be wholesome it comes from an animal not entirely free from disease.

Only two ways of marking meat are provided by the law, one for meat that is inspected and passed, and the other for meat that is inspected and condemned. No provision is made for any qualifying mark to be placed upon meat that is inspected and passed, and it seems that before any such plan could be adopted it would be necessary for Congress to amend the law.

### Amendments to the Law Recommended.

The meat-inspection law of 1906 has brought about great improvement in requiring the correct labeling of meat products, but this feature of the law is not entirely satisfactory. Trade labels on packages of meat products, besides showing the true name of the product, the inspection legend,

and establishment number (with manufacturer's name if desired), as at present, should in addition be required to show the principal ingredients in the case of mixed products.

It would also be desirable for the department to have more authority over the class of places that are granted exemption by the present law. The law exempts from inspection farmers and retail butchers and dealers, but provides that the Secretary of Agriculture may require inspection even in these instances when he thinks it desirable. As the amount of meat shipped by such persons in interstate trade is relatively small, the compelling of inspection does not seem to be justified in view of the expense that would be involved.

It would seem better if these persons were permitted to ship their meats in interstate trade only after having received a certificate of exemption from the Secretary, and after an inspection of their premises has shown them to be in a sanitary condition. This is in effect being done now, but the authority for doing it is not clear.

### Microscopic Inspection of Pork for Trichinae.

During the past session of Congress a special message was sent to that body by the President recommending the appropriation of additional funds for the purpose of conducting a microscopic inspection for trichinae of such pork as is usually prepared to be eaten without cooking. This action was brought about through the death of several persons after having eaten uncooked ham which had been prepared in a manner similar to that used in preparing certain varieties of corned ham. While this class of meat has been cured, and in some instances smoked, the curing is insufficient to destroy the trichina parasites which may infest the meat.

For several years the bureau has undertaken to point out through the daily press, medical journals, and other publications, especially those printed in foreign languages, the danger of eating uncooked pork. It would seem, however, that these warnings have reached but a small proportion of the people, since cases of trichinosis continue to be reported.

While the microscopic inspection of pork for trichinae will not absolutely detect all infected meat, it would probably detect the majority of infected cases, and in that way would greatly reduce the danger of infection. It seems necessary, therefore, that even if all pork is not to be microscopically inspected, that which is intended to be eaten without cooking should be so inspected.

To inspect microscopically the entire number of hogs which are now slaughtered at establishments having Government inspection would require an additional appropriation of at least \$4,000,000. By inspecting only those hogs from which pork products are to be prepared which are intended to be eaten without cooking, a much smaller amount of money would be required. The regular meat inspection does not now include the microscopic inspection of pork for trichinae.

WATCH PAGE 48 FOR BARGAINS.

## ANNOUNCEMENT

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is the greatest step forward made in refrigerating and ice making machinery for many years. One square foot of surface of this type of condenser will do the same work as from three to five square feet of surface of the ordinary types, thus saving cost in apparatus, maintenance, and space required for installation.

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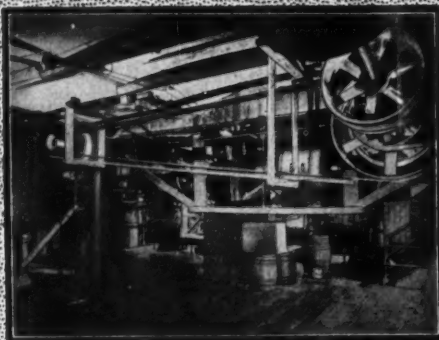
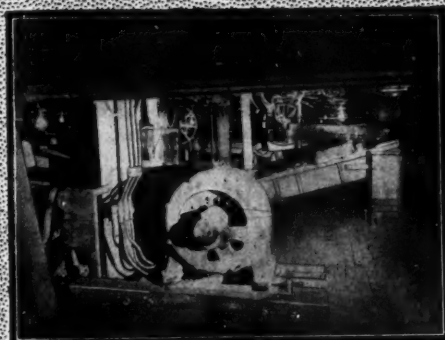
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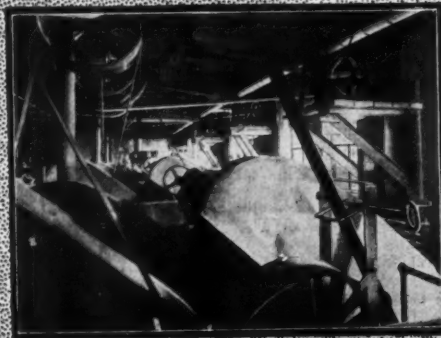
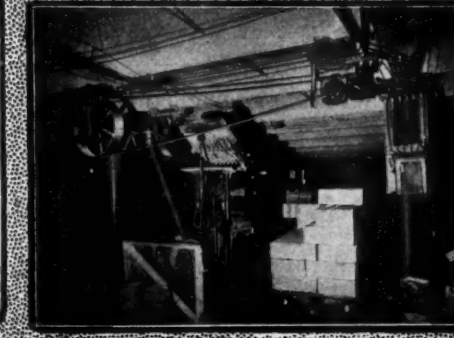
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## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices Lower—Hog Movement More Liberal—  
Hog Prices Easier — Quality Fair —  
Weights Maintained—Fair Cash Demand.**

The situation in the hog products market has during the past week shown an undertone of heaviness and some recession in values. The decline had not been very pronounced, but there has been enough weakness to prove rather discouraging to the trade as a whole. The pressure on the market has been attributed very largely to the movement of hogs and the prediction of liberal receipts after the opening of the new year. The receipts this week have been a little disappointing but on the whole have shown a good volume and this has been reflected in the general decline in values for both product and hogs.

The market is extremely sensitive to the hog receipts and a few days of large movement immediately brings quite active selling pressure in the future market and a quick decline in prices. This is looked upon as reflecting the apprehension of the trade over the possible increase in the hog movement later and its probable effect on values. The situation in this respect is particularly interesting and the quickness with which the market responds to a rising or falling movement of hogs indicates that the hog movement is still the key to the situation more than the distribution of product from packing centers.

The opening of the new year is looked upon as having before it possibly wide fluctuations in product values. There is good reason for expecting a freer movement of hogs as the season advances, and if the price of feed stuffs should remain low another year, the incentive to increase the supply of hogs would be very great. The trade is looking forward with a great deal of interest to the annual report of the Government as to the supply of hogs and other livestock in the country. The report as of January 1 a year ago showed a total of swine of 65,410,000 compared with 65,620,000 the preceding year, with the value throughout the country of \$8 per head against \$9.37 the previous year.


The September statement of the number of stock hogs in the country indicated a material falling off compared with the preceding year. This falling off was 9.2 per cent. This suggests that the report which will be issued after the 1st of the year for January 1st, and usually published in the February Crop Report, will show a considerable decrease in the total number of hogs in the country. Owing to the high price for feed stuffs and the extra cost of maturing hogs, the marketing the first part of the year was very heavy. It was not until late in the year that prices for feed stuffs got down to a figure which made feeding attractive and the situation is now one in which there will be probably every effort made to increase the available supply.

The demand for domestic distribution is increasing more rapidly than the supply, which is, of course, the case in all livestock supplies and is incident to the change in the

growth of the country. The changing of large ranges to farm lands is steadily encroaching upon the available ground for livestock, while the country as a whole has not yet realized this condition and gone into stock raising in a way necessary to make good the decrease in the Western supply. The conditions for handling the stock, excepting in the regular channels of trade, are not satisfactory and partly owing to this there has been very little incentive for small farmers to raise a few head of stock. Encouragement in this respect both by legislation and better arrangement for marketing would undoubtedly have a material influence on the total supplies.

The range of values during the past year has not been a wide one in mess pork. The extreme high was \$19.62½ made in April, while the extreme low was \$15 at the opening of the year. In the last six months of the year the range of values was not over \$2.50 per bbl. In lard the range was wider. The extreme high the first half of the year was \$11 in April, rising from \$8.65 in February. The last half of the year the lard market advanced to \$11.97, declining in December to \$9.67. In ribs there was a much wider range than in either pork or lard. Starting from \$7.50 for the low point in January, the market advanced to \$11.25 in October, declining in December to \$9.

The average weight of hogs continues fair, amounting the past week at Chicago to 219 lbs., compared with 212 lbs. for the corresponding week last year. The trade is inclined to look for maintained weights, due to the low price of feed stuffs, although the disposition to market the hogs quickly as



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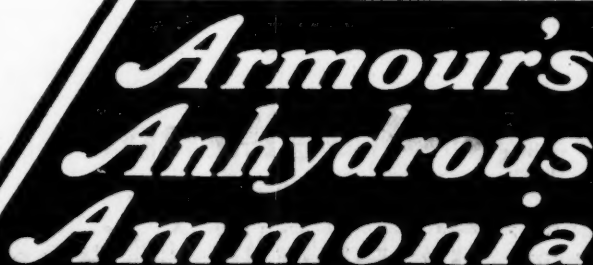
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soon as ready tends to offset this condition.

**LARD.**—The market has weakened further, with demand limited on the decline. Shipments are fairly liberal at the lower prices but this does not support the market. City steam, \$9.50; Middle West, \$9.70@9.80; Western, \$9.87; refined Continent, \$10.45; South American, \$11.70; Brazil, kegs, \$12.70; compound lard, 7% @ 8c.

**PORK.**—The demand is still in limited lots. Prices are about steady with the West. Mess is quoted at \$19@19.25; clear, \$22@24; family, \$22@23.

**BEEF.**—Supplies are very light, with demand equally limited. Prices are held very firmly on all grades. Quoted: Family, \$24 @ 25; mess, \$20@21; packet, \$22@23; extra India mess, \$40@41.

SEE PAGE 30 FOR FRIDAY'S MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Tuesday, December 31, 1912: **BACON**—Gibara, Cuba, 14,894 lbs.; Glasgow, Scotland, 116,372 lbs.; Hamburg, Germany, 29,166 lbs.; Hango, Russia, 18,636 lbs.; Havana, Cuba, 3,000 lbs.; Havre, France, 36,059 lbs.; London, England, 8,678 lbs.; Liverpool, England, 830,240 lbs.; Macoris, S. D., 942 lbs.; Marseilles, France, 3,600 lbs.; Manzanilla, Cuba, 33,398 lbs.; Para, Brazil, 2,116 lbs.; Rio Janeiro, Brazil, 848 lbs.; Vera Cruz, Mexico, 1,998 lbs.

**HAMS.**—Carupano, Venezuela, 1,332 lbs.; Caracas, Venezuela, 15,012 lbs.; Curacao, Leeward Islands, 1,249 lbs.; Colon, Panama, 18,099 lbs.; Gibara, Cuba, 7,808 lbs.; Glasgow, Scotland, 334,650 lbs.; Havana, Cuba, 899 lbs.; Kingston, W. I., 1,107 lbs.; Liverpool, England, 420,742 lbs.; London, England, 15,333 lbs.; Macoris, S. D., 14,929 lbs.; Manzanilla, Cuba, 12,720 lbs.; Port au Prince, W. I., 5,027 lbs.; Port Antonio, W. I., 2,736 lbs.; Southampton, England, 34,302 lbs.; Vera Cruz, Mexico, 5,944 lbs.

**LARD.**—Buenos Aires, A. R., 2,400 lbs.; Bordeaux, France, 21,900 lbs.; Cape Town, Africa, 3,665 lbs.; Caracas, Venezuela, 20,050 lbs.; Cuenca, Colombia, 2,590 lbs.; Colon, Panama, 15,280 lbs.; Curacao, Leeward Islands, 5,803 lbs.; Carupano, Venezuela, 1,435 lbs.; Glasgow, Scotland, 105,493 lbs.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, December 26, 1912, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake.	Cottonseed Oil.	Butter.	Hams and Bacon.	Tallow.	Beef.	Pork.	Lard.
	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Pkgs.	Bbls.	Tcs. and Pkgs.
Megantic, Liverpool				1319			31	704
Cymric, Liverpool	2465	125				50	10	75
Lusitania, Liverpool		450		545		25		570
Mesaba, London		750		141		30	13	55
Philadelphia, Southampton				250				100
Marengo, Hull		20		1074		75		425
Exeter City, Bristol				10		25		
Columbia, Glasgow		100		913		10	25	100
Pennsylvania, Hamburg	550	165		450		100	250	2016
Ryndam, Rotterdam	14930	1378		256		100		3554
Vaderland, Antwerp	3511	275		575		25	5	283
Manhattan, Antwerp	13442				100			
Buelow, Bremen				475				
Romera, Havre		810		75				
La Provence, Havre								285
Florida, Havre	275	300						
Florida, Dunkirk	3669						10	25
Crown of Navarre, Dunkirk	1360	100						25
Perugia, Dunkirk	1114			330				25
Alice, Dunkirk	6197			15				
Total	40202	11784		6428	100	440	344	8242

48223

Gibara, Cuba, 9,422 lbs.; Hamburg, Germany, 377,502 lbs.; Havre, France, 345,832 lbs.; Kingston, W. I., 3,040 lbs.; London, England, 743,543 lbs.; Liverpool, England, 900,454 lbs.; Macoris, S. D., 942 lbs.; Marseilles, France, 31,039 lbs.; Manzanilla, Cuba, 55,176 lbs.; Para, Brazil, 1,280 lbs.; Port Antonio, W. I., 1,724 lbs.; Port au Prince, W. I., 87,121 lbs.; Port Limon, C. R., 5,000 lbs.; Rangoon, Burma, 8,250 lbs.; Rio Janeiro, Brazil, 1,000 lbs.; St. Johns, N. F., 12,994 lbs.; Stettin, Germany, 65,944 lbs.; Southampton, England, 46,100 lbs.; Savanilla, Colombia, 29,503 lbs.

**LARD OIL.**—Curacao, Leeward Islands, 200 gals.

**PORK.**—Curacao, Leeward Islands, 14 bbls.; Liverpool, England, 100 bbls., 59 tcs.; London, England, 75 bbls.; Macoris, S. D., 88 bbls.; Port Limon, C. R., 5 bbls.; Port au Prince, W. I., 267 bbls.; St. Johns, N. F., 44 bbls.

**SAUSAGE.**—Curacao, Leeward Islands, 12 pgs.; Macoris, S. D., 135 pa.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Tuesday, December 31, 1912:

**BEEF.**—Colon, Panama, 25 bbls.; Curacao, Leeward Islands, 20 bbls., 7 tcs.; Glasgow, Scotland, 1,749 bbls.; Gibara, Cuba, 5 bbls.; Liverpool, England, 115 tcs.; Macoris, S. D., 15 bbls.; Manzanilla, Cuba, 10 bbls.; Port Limon, C. R., 36 bbls.; Port au Prince, W. I., 83 bbls.; Port Antonio, W. I., 7 tcs.; St. Johns, N. F., 115 bbls.

**FRESH MEAT.**—Liverpool, England, 24,343 lbs.

**OLEO OIL.**—Glasgow, Scotland, 50 tcs.; Hamburg, Germany, 215 tcs.; London, England, 150 tcs.

**OLEOMARGARINE.**—Belize, British Honduras, 3,400 lbs.; Curacao, Leeward Islands, 1,512 lbs.; Colon, Panama, 13,840 lbs.; Port Limon, C. R., 900 lbs.; Port Antonio, W. I., 3,000 lbs.; Port au Prince, W. I., 8,400 lbs.; Savanilla, Colombia, 1,800 lbs.

**TALLOW.**—Liverpool, England, 99,093 lbs.; Manzanilla, Cuba, 575 lbs.; Port Limon, C. R., 2,597 lbs.

**TONGUE.**—Liverpool, England, 10 tcs., 25 bbls.; London, England, 60 pa.

**CANNED MEAT.**—Colon, Panama, 126 cs.; Curacao, Leeward Islands, 66 cs.; Caracas, Venezuela, 29 cs.; Glasgow, Scotland, 790 cs.

London, England, 2,003 pa.; Macoris, S. D., 22 pa.; Manzanilla, Cuba, 216 pa.; Port Barrios, C. A., 4 pa.; Port Antonio, W. I., 45 cs.; Savanilla, Colombia, 37 cs.; Vera Cruz, Mexico, 20 cs.

#### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, January 2, 1913.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

**Regular Hams.**—Green, 8@10 lbs. ave., 12@12½c.; 10@12 lbs. ave., 11½@12c.; 12@14 lbs. ave., 11¼@11½c.; 14@16 lbs. ave., 11½@11¼c.; 18@20 lbs. ave., 11½@11¼c. Sweet pickled, 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12¾c.; 14@16 lbs. ave., 12½@12¾c.; 18@20 lbs. ave., 12¾@13c.

**Skinny Hams.**—Green, 14@16 lbs. ave., 12½@12¾c.; 16@18 lbs. ave., 12½@12¾c.; 18@20 lbs. ave., 12½@12¾c.; 22@24 lbs. ave., 11½@11¾c. Sweet pickled, 14@16 lbs. ave., 12¼@12½c.; 16@18 lbs. ave., 12¼@12½c.; 18@20 lbs. ave., 12¼@12½c.; 22@24 lbs. ave., 11¼@11½c.

**New York Shoulders.**—Green, 10@12 lbs. ave., 10¼@10½c. Sweet pickled, 9¼@10c.

**Picnic Hams.**—Green, 5@6 lbs. ave., 8¼@8½c.; 6@8 lbs. ave., 8½@8¾c.; 8@10 lbs. ave., 8¼@8½c.; 10@12 lbs. ave., 8½@8¾c. Sweet pickled, 5@6 lbs. ave., 9¼@9½c.; 6@8 lbs. ave., 8@8¼c.; 8@10 lbs. ave., 8½@8¾c.; 10@12 lbs. ave., 8¾@8½c.

**Clear Bellies.**—Green, 6@8 lbs. ave., 13@13¼c.; 8@10 lbs. ave., 12¾c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12@12½c. Sweet pickled, 6@8 lbs. ave., 12¾c.; 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12¼c.; 12@14 lbs. ave., 12c.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending December 28, 1912, with comparative tables:

To—	PORK, BBLs.		From Nov. 1, '12, to Dec. 28, 1912.
	Week ending Dec. 28, 1912.	Week ending Dec. 30, 1911.	
United Kingdom...	342	763	2,736
Continent .....	25	601	1,750
So. & Cen. Am. ....	105	544	3,024
West Indies .....	1,304	1,434	9,035
Br. No. Am. Col. ....	1,537	1,537	2,448
Other countries...	9	.....	16
Total .....	1,785	4,879	19,000

MEATS, LBS.		From Nov. 1, '12, to Dec. 28, 1912.
Week ending Dec. 28, 1912.	Week ending Dec. 30, 1911.	
United Kingdom...	4,927,775	8,721,350
Continent .....	882,900	1,903,750
So. & Cen. Am. ....	90,400	119,375
West Indies .....	266,450	292,250
Br. No. Am. Col. ....	1,000	1,000
Other countries...	14,175	.....
Total .....	6,151,700	10,938,275

LARD, LBS.		From Nov. 1, '12, to Dec. 28, 1912.
Week ending Dec. 28, 1912.	Week ending Dec. 30, 1911.	
United Kingdom...	6,878,100	6,904,358
Continent .....	6,147,850	3,875,920
So. & Cen. Am. ....	103,800	623,100
West Indies .....	715,150	969,000
Br. No. Am. Col. ....	.....	42,344
Other countries...	9,800	68,600
Total .....	13,854,700	12,485,823

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	754	2,303,875	7,060,000
Boston .....	276	1,058,825	1,851,700
Philadelphia .....	.....	3,000	1,001,000
New Orleans .....	730	140,000	142,000
Galveston .....	.....	7,000	27,000
Mobile .....	.....	50,000	326,000
St. John, N. B. ....	.....	1,595,000	1,800,000
Portland, Me. ....	25	968,000	1,688,000
Total week .....	1,785	6,151,700	13,854,700
Previous week .....	1,911	5,227,125	11,787,946
Two weeks ago .....	2,514	5,734,925	13,132,049
Cor. week last y'r ..	4,879	10,938,275	12,485,823

#### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '12, to Dec. 28, '12.	Same time last year.	Decrease.
Pork, lbs. ....	3,601,800	4,932,000	1,330,200
Meats, lbs. ....	45,067,950	61,914,490	16,846,540
Lard, lbs. ....	82,771,023	96,720,462	13,949,439

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# TALLOW, STEARINE, GREASE and SOAP,

## WEEKLY REVIEW

**TALLOW.**—It was hardly to be expected that any pronounced change would come over the tallow situation during the past week as the holiday spirit which permeated the trade had not disappeared. No price changes were reported and business was in scant quantities, representing for the most part a continuation of a hand-to-mouth policy. This character of trade is not likely to be altered essentially in the very near future, and although opinions are well divided, there seems to be little disposition to anticipate events.

More was heard concerning the cattle situation, but the trade seems prepared for a deficient supply for some time. Of late the movement has increased somewhat, but it has been irregular, with a falling off during the last several days, again followed by slight gains. It has been said that supplies of tallow have not been appreciably increased, and this seems sufficient reason for the maintenance of values, notwithstanding the reluctance on the part of consumers in accepting other than immediate requirements.

News from abroad lacks special feature. There was a London auction sale during the week with 1,290 casks offered for sale, of which approximately 75 per cent. were sold at unchanged prices. In some quarters the disposition has been to view the foreign situation as rather more favorable, with a lessening of apprehension concerning the political affairs in Europe, but it is not thought that there will be an appreciable increase in the export demand, excepting possibly for special descriptions.

Prime city tallow was quoted at 6¼c.; city specials at 7c. and country, 6¼@7¼c. as to quality, in tierces.

**STEARINE.**—The volume of business during the last week was extremely light. Holders have been asking slightly over 10c., but demand, being rather perfunctory, did not result in the payment of full asking prices. A somewhat larger trade is anticipated.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**COCOANUT OIL.**—The market is firm on spot stuff and foreign markets are in such position that purchases at attractive prices to arrive are difficult. The local trade is

buying in moderate volume. Quotations: Cochin, 10¼@11c.; January arrival, 10½c.; Ceylon, 9¼@9½c.; shipments, 9@9½c.

**CORN OIL.**—The market has softened during the week, with a smaller volume of demand. Export buying is limited. Prices are quoted at \$5.65@5.75 in car lots.

**SOYA BEAN OIL.**—The market is dull and weaker, owing to the low prices for corn oil and for linseed. Spot is quoted at 5¼@6c.; while shipment oil is 5¼c.

**PALM OIL.**—Steadiness continues in all grades of palm oil with a fair volume of business. Prices are well held, both spot and to arrive. Prime red spot, 6¼c.; do. to arrive, 6½@6½c.; Lagos, spot, 7¼@7½c.; to arrive, 7@7½c.; palm kernel, 9c.; shipment, 8½@9c.

**NEATSFOOT OIL.**—Prices are steady for all grades, with a moderate jobbing business reported. Quotations: For 20 cold test, 98c. @ \$1; 30 do., 88c.; 40 do., water white, 83c.; prime, 64c.; low grade off yellow, 60c.

**OLEO OIL.**—The market is firm, with a moderate trade. The market has shown more tone abroad. Buying has not been heavy but supplies continue to be steadily taken up. Extra oleo is quoted as 14c. and in Rotterdam, 78 florins.

**GREASE.**—Prices are about unchanged. Good greases are steady with light trade. Low grades are dull. Export trade is quiet. Quotations: Yellow, 5½@5½c.; bone, 5½@5¼c.; house, 5½@5¼c.; "B" and "A" white, 7@7½c.

### TO MAKE GOOD SAUSAGE.

(Continued from page 18.)

beef bungs, rounds, middles, sheep casings, and beef weasands; the latter is a lining from the throat of the bullock. Weasands are used as coverings for certain kinds of expensive sausages—chicken, ham, some kinds of tongue, etc.

Hog casings before being worked are generally soaked for two days; the first day in cold water, the next in warm pickle to bleach them and to induce fermentation, which makes them better and easier to work. In cleaning hog casings by hand, the back of a knife blade is used for scraping off the outside coatings.

Sheep intestines are soaked for three days

before being cleaned. This course is necessary to toughen them sufficiently to allow their being handled without too many breakages. When ready for cleaning they are placed on an inclined board sloping to a tub of warm water and worked with the back edge of the knife until thoroughly clean and free from their slimy, soft surface.

Where the cleaning of casings is carried on it is important to bear in mind the necessity for a plentiful use of water for cleanliness. The scrapings from the casings and other refuse should be tanked or otherwise disposed of immediately after the work is done. The best place for this offal is in the grease rendering tank, where any fat or grease can be recovered by the usual cooking. Where slaughtering is carried on in connection with the plant, this refuse from casings is tanked with the livers, lungs and other materials of this description. The accumulations of the cleaning room should not be allowed to lie around, as they contain enough filth in themselves to generate a very foul and disgusting odor in a short time.

(To be continued.)

### OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, January 2.—On account of the recent holidays, business in provisions has been light recently, both with home trade and with foreign countries, and the market fluctuations have been narrow. Lard has dropped a little; tallow has maintained its price; oleostearine has shown fluctuations, but rather upward. Little change in values to be reported in cottonseed oil. The arrivals of hogs are fair and are expected to become more liberal after January. The cattle receipts will probably not increase in the near future, but are expected towards the spring to be of better quality than they have been in the early part of the winter. Speaking generally, more life is expected in business when the holidays are a thing of the past than there is just at the moment at the opening of the new year.

### OCEAN FREIGHTS.

	Liverpool. Per Ton.	Glasgow. Per Ton.	Hamburg. Per 100 lbs.
Beef, per tierce.....	20/	22/6	@32c.
Oil Cake .....	17/6	23c.	@27c.
Bacon .....	20/	22/6	@32c.
Lard, tierces .....	20/	22/6	@32c.
Cheese .....	25/	30/	@50c.
Canned meats .....	20/	22/6	@32c.
Butter .....	30/	30/	@30c.
Tallow .....	20/	22/6	@32c.
Pork, per barrel.....	20/	22/6	@32c.

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## COTTON OIL CABLE MARKETS

## Hamburg.

(By Cable to The National Provisioner.)

Hamburg, January 3.—Market dull. Quotations: Choice summer white oil, 66½ marks; butter oil, 66 marks; summer yellow, 62½ marks.

## Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, January 3.—Market dull. Quotations: Summer yellow, 36 florins; choice summer white, 38¼ florins, and butter oil, 37¼ florins.

## Antwerp.

(By Cable to The National Provisioner.)

Antwerp, January 3.—Market easy. Quotations: Summer yellow, 77 francs.

## Marseilles.

(By Cable to The National Provisioner.)

Marseilles, January 3.—Market easy. Quotations: Prime summer yellow, 78½ francs; prime winter yellow, 83¼ francs; choice summer white oil, 82¼ francs.

## Liverpool.

(By Cable to The National Provisioner.)

Liverpool, January 3.—Market dull. Quotations: Prime summer yellow, 30½s.; summer yellow, 30½s.

## SOUTHERN MARKETS

## Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., January 2.—Prime crude cottonseed oil nominally 38c.; no trading. Choice loose cake, \$24.25 per short ton, f. o. b. Galveston.

## Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., January 2.—Crude cottonseed oil dull at 38c. basis. Prime meal steady at \$25@26.50, f. o. b. mills. Hulls, \$10, Atlanta, loose.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 2.—Cottonseed oil market steady; prime crude, 40c. Prime 8 per cent. meal firm at \$26.25@26.50 per short ton. Hulls firm at \$8.50@8.75, loose.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, January 2.—Crude cottonseed oil easier; 37c. bid, 38c. asked for Texas; offerings increasing; demand light. Refined oil dull and below a parity with crude. Prime 8 per cent. meal dull at \$29.25, long ton, ship's side; no demand for cake. Loose hulls steady at \$9; \$11.50, sacked, New Orleans.

## FOREIGN COMMERCIAL EXCHANGE.

New York, January 3.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days.....	4.8155	@ 4.8165	
Demand sterling .....	4.8570	@ 4.8575	
Paris—			
Commercial, 90 days....	5.26¼	@ 5.26¼ +1-10	
Commercial, 60 days....	5.24%	@ 5.24% -1-16 @ 5.24%	
Commercial, sight .....	5.20—1-16	@ 5.20	
Berlin—			
Commercial, 90 days....	93¼	@ 93 5-16	
Commercial, 60 days....	93%	@ 93 11-16	
Commercial, sight .....	94%	@ 94 11-16	
Antwerp—			
Commercial, 60 days....	5.28%	@ 5.28% +1-10	
Amsterdam—			
Commercial, 60 days....	39%	@ 39% +1-32	

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## COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren &amp; Co.)

New York, January 2, 1913.—After an early advance of 7 to 11 points the market again turned heavy and gradual daily declines were recorded with only a few reactions upward. From the early high levels the market shows a decline of 23 to 26 points. The decline might be called surprising, as during the interval little or no crude oil has been sold. The decline of some 75 points in the lard market was probably the main cause for same.

As stated above, virtually no crude oil has been sold during the past three weeks. Notwithstanding bids made, which at one time were as much as 30 points above the New York oil parity, the mills seemed to show no interest. The past few days, however, some disposition to trade is shown.

The European situation could not be worse as far as the demand for cotton oil is concerned. This is due to foreign edible oils and competing soapmaking materials, particularly linseed oil, being far below the price of American cotton oil. The domestic trade during the early part of the interval, while not heavy, could still be called good, based on the offerings of crude oil. The decline in the lard market, however, has caused this class of trade to gradually withdraw, and during the past week but very little business has been reported.

At the close of the week the situation does not look so good as when we made our last report. As stated above, notwithstanding the almost entire absence of crude oil offerings the market still persisted in declining. Now that the mills show some disposition to sell again, and with consuming demand so poor, it will probably mean still lower prices.

The market, however, seems to act contrary to conditions at the moment, so it would be hard to say what the course will be.

## ARGENTINA BARS OUR COTTON OIL.

An increase of the Argentine duty on cottonseed oil, practically all of which comes from the United States, is probable, according to despatches received at the State Department at Washington this week from the legation at Buenos Aires. The budget committee of the Argentine Chamber of Deputies has favorably reported a bill for the increase of the duty on that product from 10 to 12 cents per kilo.

The duty on olive oil will be decreased to 8 cents per kilo, according to the terms of the bill reported. It is not thought here that the proposed shifting of rates is aimed particularly at the American product for the purpose of discouraging its importation, but rather to gain more revenue.

## NO PRESERVATIVE IN EDIBLE FATS.

The government of Dutch Guiana has given notice that from January 1, 1913, the importation into and the sale within Dutch Guiana of butter, margarin, lard, and ghee containing preservatives such as boric and benzoic acids will be prohibited.

Are you in doubt about some practical detail of your business? Write to The National Provisioner about it, and then watch the "Practical Points for the Trade" page. It's page 18.

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## COTTONSEED OIL

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

#### Trading Quiet—Price Changes Small—Sentiment Divided—Holidays Against Business—Outlook Mixed.

The year expired with a marked divergence of opinion in cottonseed oil quarters. Of late there has not been any activity of significance, but views are more conflicting and it is believed that there will be a substantial increase in business during the first half of the season. Speculative commitments are not heavy, according to most authorities, although there is a great deal of interest manifested in the day to day developments, and there is much to be said on both sides.

Recently bearish opinions seem to have spread over a larger area. Prices are not looked upon as inflated by any means at present, but apparently they are not attractively low, judging by the unwillingness of consumers to replenish supplies in an important way when stocks become depleted. Unusual conditions have been aggravated by unforeseen developments at the South which to a certain extent were unprecedented.

If seed was not held so tenaciously at levels close to \$30 per ton and if crude could be manufactured at a profitable basis, also if the local future market was at a level permitting of hedging on an advantageous

scale, there would unquestionably be greater enthusiasm on the bear side. From well informed sources the opinion was expressed more decisively than for some time that a readjustment is inevitable and imminent, and that this will be at the expense of values, unless there is marked revival in the consuming trade in the near future.

Perhaps these assertions will be realized this time but since the beginning of the season the holding ability of the South has been underestimated. For some reason, not clear as yet, seed was advanced quickly to prices which ordinarily would bring out a flood of offerings, but during the last few weeks the indisposition on the part of many to accede to the asking prices has not resulted in a tumbling of quotations, even though occasional concessions were reported.

Crude mills have been very conservative and have only sold for nearby shipment, not willing to risk seed fluctuations. At times accumulations have been expected at the South and it is now stated that the lull in the consuming demand has brought about moderate stocks on hand as far as quite a few mills are concerned, but whether or not the lethargic consumptive demand will result in the sacrificing of these holdings on

the present unsatisfactory basis remains to be seen.

The supply situation has been relegated as a price-making factor as far as the amount available is concerned. That is to say, the trade anticipates a production of oil close to last year's record; probably 100,000 bbls. under, when the amount of crude oil reported amounted to approximately 200,000,000 gallons. It is the absorption of this quantity that is furnishing the ground for debate with many influences of a conflicting nature apparent, serving to render the price problem more difficult and intricate.

Were there more statistics available for the cottonseed oil trade, predictions would be less hazardous, even allowing for the unreliability of figures and their proverbial fickleness. Disregarding the carrying over on September 1, 1912, as compared with September 1, 1911, it has been shown that from the cotton crop of about 13,820,000 bales, allowing for a slightly increased crush because of the higher seed values and a better result from crushing operations on account of the superior quality of seed, that the yield of refined oil this season promises about 3½ million barrels against about 3,600,000 the preceding year.

Exports to date are about 80,000 bbls. under last season, and it has been stated that unless there is a material increment in business with foreigners during the latter

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Chicago, 1893.  
San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.



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part of this year against a small business during June, July and August last season, shipments of approximately 750,000 barrels, the year will be regarded as fairly good under the circumstances. High freight rates have militated against export business, the disturbed European situation has been a factor, while more potent has been the relative cheapness of foreign oils at times.

This latter feature has not expended its effect as yet, and to an important degree obtains in this country. It is well known that soapmaking interests, which were heavy buyers a year ago, have taken lightly of cottonseed oil this season. Unless cotton oil prices decline or competing products display relative steadiness, it is not thought that the soap trade will strikingly increase its purchases. Some authorities have been credited with the statement that this contingent will not use 325,000 bbls. this year against over 500,000 the preceding season, assuming that the situation is not radically altered in the near future.

Redeeming, to a certain extent, has been the heavy absorption by the compound lard people thus far. Buying for this group, particularly at the commencement of the season, was impressive, and it is a general admission that their takings to date are considerably in excess of this time last season. While the lard substitute is still at an attractive discount as compared with animal lard, the break in hog products since the fall has not been without effect and it is now asserted that users of compound lard are pursuing a very conservative policy in taking on requirements.

Summed up, the production of oil is under last season and the consumption by compounders ahead of this period a year ago. Export business is deficient as compared with that of 1911, with the consumption of the lower grades of cottonseed oil in this country also under that of a year ago. Prices have sagged to the equivalent of 3c. per gallon during the last several weeks, but are still

about 5c. a gallon over those of last year.

Closing prices, Saturday, December 28, 1912.—Spot, \$6.15@6.35; January, \$6.14@6.15; February, \$6.17@6.18; March, \$6.20@6.21; April, \$6.22@6.25; May, \$6.29@6.30; June, \$6.32@6.35; July, \$6.35@6.37; August, \$6.37@6.43. Futures closed at unchanged to 1 decline. Sales were: January, 2,400, \$6.15@6.13; March, 2,600, \$6.21@6.19; May, 4,600, \$6.29@6.28. Total sales, 9,600 bbls. Good off, \$5.90@6.10; off, \$5.65@6; reddish off, \$5.50@5.90; winter, \$6.40@6.70; summer, \$6.35@6.70; prime crude, S. E., \$5.15.

Closing prices, Monday, December 30, 1912.—Spot, \$6.10@6.35; January, \$6.12@6.13; February, \$6.12; March, \$6.18@6.19; April, \$6.19@6.24; May, \$6.26@6.28; June, \$6.28@6.33; July, \$6.31@6.33; August, \$6.33@6.40. Futures closed at 2 to 5 decline. Sales were: January, 1,000, \$6.13@6.12; March, 3,700, \$6.19@6.16; April, 200, \$6.20@6.19; May, 2,200, \$6.28@6.25; June, 500, \$6.30@6.27; July, 1,700, \$6.35@6.31. Total sales, 9,300 bbls. Good off, \$5.85@6.04; off, \$5.65@6; reddish off, \$5.50@5.90; winter, \$6.25@6.90; summer, \$6.15@6.70; prime crude, S. E., \$5.14.

Closing prices, Tuesday, December 31, 1912.—Spot, \$6.10@6.33; January, \$6.12@6.14; February, \$6.13@6.15; March, \$6.17@6.18; April, \$6.19@6.20; May, \$6.25@6.26; June, \$6.27@6.28; July, \$6.30@6.31; August, \$6.33@6.34. Futures closed at 1 advance to 1 decline. Sales were: February, 400, \$6.13; March, 2,900, \$6.18@6.16; May, 3,300, \$6.27@6.25; June, 100, \$6.27; July, 400, \$6.31@6.30; August, 100, \$6.33. Total sales, 7,200 bbls. Good off, \$5.90@6.05; off, \$5.65@6; reddish off, \$5.50@5.90; winter, \$6.25@6.70; summer, \$6.40@6.55; prime crude, S. E., \$5.07.

Wednesday, January 1, 1913.—Holiday.

Closing prices, Thursday, January 2, 1913.—Spot, \$6.10@6.25; January, \$6.16@6.18; February, \$6.17@6.20; March, \$6.20@6.22; April, \$6.23@6.28; May, \$6.31@6.32; June, \$6.33@6.36; July, \$6.35@6.36; August, \$6.37@6.45. Futures closed 2 to 6 advance. Sales were: January, 200, \$6.16@6.15; March, 1,400,

\$6.20@6.19; May, 100, \$6.31; August, 200, \$6.32. Total sales, 2,000 bbls. Good off, \$5.95@6.08; off, \$5.90@6.08; reddish off, \$5.65@5.90; winter, \$6.45@7; summer, \$6.25@6.90; prime crude, S. E., \$5@5.07; prime crude, Texas, \$5@5.07.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 2, 1913.—Latest market quotations on chemicals and soap supplies are as follows: 74 per cent. caustic soda, \$1.65 @1.70 basis 60 per cent.; 76 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½¢ @2½¢ lb.; 58 per cent. soda ash, 85¢@90¢ per 100 lbs., basis 48 per cent.; 48 per cent. carbonate soda ash, \$1 per 100 lbs.; talc, 1¼¢ @1¼¢ lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; silicate soda, 90¢ per 100 lbs.; borax at 4¼¢ lb.; chloride of lime in casks, \$1.50 per 100 lbs., and in bbls., 2¢ lb.; carbonate of potash, 4 @4¼¢ lb.; electrolytic caustic potash, 90/92 per cent. at 4¼¢@5¢ lb.

Genuine Lagos palm oil in casks, 7@7¼¢ per lb.; clarified palm oil in bbls., 7¼¢ per lb.; prime red palm oil in casks, 6½¢@6¾¢ per lb.; prime palm kernel oil in casks about 1,200 lbs., 9¢ per lb.; green olive oil, 78¢ per gal.; yellow olive oil, 87½¢@90¢ per gal.; green olive oil foots, 7½¢@7¾¢ per lb.; peanut oil, 65¢@75¢ per gal.; Ceylon coconut oil, 9¼¢@9½¢ per lb.; Cochin coconut oil, 10½¢ @10¾¢ per lb.; cottonseed oil, 6½¢@6¾¢ per lb.; corn oil, 5.65¢@5.75¢ per lb.; soya bean oil, 5¼¢@6¢ per lb.

Prime city tallow, 6¼¢ per lb.; oleo stearine, 10¢@10½¢ per lb.; house grease, 5½¢ @6¢ per lb.; brown grease, 5½¢@5¾¢ per lb.; yellow packer's grease, 6¢@6¼¢ per lb.

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## COTTON OIL INDUSTRY AND TARIFF REVISION

### Points of Interest in Approaching Tariff Discussion

It is generally known that when he assumes office on March 4 President Woodrow Wilson will call a special session of Congress to carry out the pledges of his party as to a revision of the tariff. It is pretty definitely settled that this session will begin in March, and that the work will be pushed to as speedy a conclusion as possible.

The House Committee on Ways and Means of the present Congress, working in harmony with this plan, will hold hearings on various tariff schedules before the adjournment of the present session, in order that as much information as possible may be collected for the use of the revisers at the special session. These hearings are about to begin, and the cottonseed products industry is interested in some of them.

A very informative and helpful compilation of suggestions and recommendations on tariff revision as it affects the interests of the cottonseed oil and allied industries has been made by the American Cotton Oil Company. The various schedules of the tariff law of special interest are outlined, and the dates set for hearings are given, in order that the trade may know how and when to act. The trade is urged to write its representatives in Congress concerning these matters, and to bring all possible pressure to bear to secure favorable consideration for the points in which the trade is interested.

### Need to Protect American Cottonseed Oil.

The company also issues an important statement concerning the necessity for reform in some of the administrative features of the tariff law. Discrimination by various foreign countries against American cottonseed oil is reviewed and the necessity for some kind of effective action is shown. In this statement the American Cotton Oil Company says:

It is important for the cottonseed oil industry to make its influence felt upon the Ways and Means Committee of the House of Representatives, both directly and through their Senators and Members, in the matter of need for decreased duties on raw materials and increased duties, or retention of existing ones, on finished products of foreign manufacture actively competing with those of the industry at home.

It is vastly more important, however, that the industry should urge that, in the framing of the administrative features of the proposed new tariff law, some provision be made whereby its trade in foreign markets may be properly protected and extended. It is on

this feature of a tariff law that the cottonseed oil industry, like all other exporting industries, must depend for protection for export trade. No law should be framed which will not enable the United States Government to adequately care for the foreign trade of its manufacturing industries.

### Weakness of Maximum and Minimum Provision.

While this is true with respect to all exporting industries, it is particularly true with respect to that of cottonseed oil. The "maximum and minimum" provision of the existing law, while it has doubtless served some useful purposes in adjusting trade matters with foreign countries, is universally recognized today as a retaliatory measure too large to be practically used in isolated cases of discrimination against American products. The absolute breaking off of trade relations between the United States and any foreign country on account of isolated cases of discrimination would in substantially no case be justified either from the standpoint of American exporters of other goods than those discriminated against or importers of goods from the discriminating countries. Hence the impracticability of the "maximum and minimum" provision of the existing law.

There is probably no better illustration of this than the fact, for instance, that previous to about six years ago exports of American cottonseed oil to Austria-Hungary aggregated annually about \$5,000,000. The duty on the oil was suddenly increased from 9 to 40 francs per 100 kilos, all other oils being admitted at 15 francs, except olive oil, which is dutiable at 4 francs. Despite repeated efforts on the part of the United States Government which are continuing, Austria-Hungary, unmindful of official assurances of equalization of duties, still maintains the prohibitive duty on cottonseed oil. Not a hundred barrels of cottonseed oil have gone into that country during the past six years, and none is exported to that market today. The loss to the industry has been approximately \$30,000,000. The annual exports of America to Austria-Hungary aggregate approximately \$100,000,000, and the annual imports to the United States therefrom about the same.

The Government of the United States, though jealous of the welfare of an industry which covers so large a section of its territory and in which millions of capital are invested, and though empowered by the law to do so, would not be justified in breaking off all trade relations between the two countries in view of the interests of other American exporters to Austria-Hungary, and of American importers therefrom.

This government has, under successive administrations, of whatever political character, been active in behalf of the cottonseed oil industry's foreign trade; and there appears no reason to believe this position will undergo any change. However, as stated above,

the present retaliatory weapon is impracticable for use.

### Discrimination Shown by Other Countries.

With further respect to the difficulty under which the cottonseed oil industry now labors in foreign markets, it may be stated that a number of other cases of discriminatory tariff treatment exist.

Italy imposes on cottonseed oil a surtax not imposed on other edible vegetable oils, all of which compete with the native olive oil.

The Government of Argentina has recently proposed to advance the duty on cottonseed oil over that on the other edible vegetable oils.

The Government of Uruguay recently increased the duty on cottonseed oil without a corresponding increase on other vegetable oils.

Foreign countries generally are, of course, recognizing the weakness of the present "maximum and minimum" provision in the United States tariff law, and will doubtless not fail to take advantage thereof, as has been done in the countries referred to above. Not only the cottonseed oil industry, but all others, will doubtless as times goes on—unless some certainly practical method is written into the law for the protection of American foreign trade—continue to suffer from the discriminatory treatment of one kind or another at the hands of foreign governments.

The cottonseed oil industry is by no means the only one which is suffering at present from discriminatory action on the part of foreign governments. All of them have, therefore, substantially the same needs with respect to adequate protection of their trade in export markets.

The cottonseed oil industry is, of course, concerned particularly in its own welfare. The production of oil for any given year is too large for purely home consumption, and must, therefore, be disposed of in foreign markets. Hence the importance of not only re-opening markets it has heretofore had, but of their extension into new fields.

### How to Remedy the Trouble.

It is probably not within the province of representatives of the cottonseed oil industry to suggest the particular method by which the end desired shall be reached; nor is there a desire to insist upon any special method. In view, however, of the fact that nothing seemingly more reasonable has thus far been proposed, those representatives should feel themselves justified in strongly directing the attention of the Ways and Means Committee and of their respective Senators and Members to the method proposed at the last session by the Secretary of State.

That official, in view of the isolated cases of discrimination not justifiably to be met by applying the present remedy, recognized the impracticability of that remedy. He recommended—and this recommendation was repeated by the President to Congress, in his message of December 3, last—that the existing "maximum and minimum" provision be so modified as to permit the Executive, in-

stead of applying the maximum rate to all commodities from the offending country, to select from the list of articles exported therefrom one or more important ones upon which there might be imposed an additional duty as a retaliatory measure. Congress may prefer some other method, and if that method can be certainly shown to work out satisfactorily, the industry should gladly urge its enactment.

The cottonseed oil and its allied industries should strongly urge Congress in the consideration and passage of a new tariff law, to keep steadily in mind the importance of providing in the new tariff some method by which their foreign trade may be properly cared for.

Since hearings on tariff revision are to begin on January 6 next, representatives of the cottonseed oil and allied industries are urged to at once communicate, by wire and letter, with the members of the Ways and Means Committee, and with their Senators and Members, urging the necessity for action, as set forth above. They are likewise urged to at once communicate in the same way, and to the same people, their wishes in respect of duties on raw materials used in the industry, and on finished products which may compete with those of their own domestic production.

The statement sets forth the sections of the law of interest, together with the dates of hearings, as follows:

#### Schedule A.—Chemicals, Oils and Paints.

Date of hearing before House Ways and Means Committee, Monday, January 6, 1913.

Par. 73—Caustic Soda—Present duty ½ cent per pound. Pounds imported in 1912, 930,616. Value, \$28,937. The cottonseed oil industry uses large quantities of alkalis of various kinds, and inasmuch as it enters as a raw material into the manufacture of cottonseed oil and allied products, it is desirable that there should be secured, if possible, a reduction in the rate of duty.

Par. 75—Soda Ash—Present duty ¼ cent per pound. Pounds imported in 1912, 2,905,587. Value, \$33,459. H. R. 20,182 proposes to reduce the duty to ¼ cent per pound. The same remarks as in the case of caustic soda apply in the case of soda ash, and the cottonseed oil and allied industries should strongly support the proposed reduction of 50 per cent. in the duty.

Par. 38—Edible Olive Oil—Present duty 50 cents per gallon. Imports in 1912, 3,050,322 gallons. Value, \$4,335,249. Edible olive oil competes, of course, with cottonseed oil for all edible purposes, and should, therefore, from the standpoint of the cottonseed oil and allied industries, be given no advantage over cottonseed oil, and none over olive oil produced in the United States. The strongest reason, however, from the cottonseed oil industry's standpoint, why the duty on olive oil should not be lowered is that Italy at present discriminates against American cottonseed oil by imposing a surtax of 20 francs per 100 kilos on American cottonseed oil over that imposed on any other edible vegetable oil, all of which compete to the same degree with the Italian product of olive oil. A bill (H. R. 20,182) passed by the House at the last session, proposed to reduce the duty on edible olive oil from 50 cents per gallon to 30 cents per gallon. The cottonseed oil and allied industries should strongly oppose such reduction.

#### Schedule B.—Earths, Earthenware and Glassware.

Date of hearing before House Ways and Means Committee, Wednesday, January 8, 1913.

Par. 90—Fullers Earth—Present duty: Crude, \$1.50; wrought, \$3 per ton. Fullers earth is used in very large quantities in the refining and bleaching of cottonseed oil, and is therefore a raw material in its production. There should be no increase in the rate of duty thereon. If a decrease in the duty cannot be secured, the commodity ought certainly be left at the present rate.

#### Schedule C.—Metals and Manufactures of.

Date of hearing before House Ways and Means Committee, Friday, January 10, 1913.

Par. 125—Cotton Ties—Present duty 3-10 cents per pound. There are several propositions in different bills in the House to put these on the free list. There has been no indication of what the attitude of the Ways and Means Committee is toward putting cotton ties on the free list, but it is where they should go, the same as binding twine for the farmers. This effort to secure free cotton ties should be strongly supported by all Southern planters as well as by the cottonseed oil industry generally.

(Concluded on page 41.)

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to January 2, 1913; for the period since September 1, 1912, and for the same period last year, were as follows:

From New York.			
Port.	For week. 1912.	Since Sept. 1, 1912.	Same period, 1911-1912.
Bbls.	Bbls.	Bbls.	Bbls.
Aarhus, Denmark	—	—	25
Aberdeen, Scotland	—	—	78
Acapulco, Salvador	—	20	129
Accra, W. Africa	—	—	10
Aelaide, Australia	—	9	—
Alexandria, Egypt	—	—	18
Alexandria, Syria	—	—	1,820
Algon Bay, Africa	—	—	131
Amapola, Honduras	—	154	19
Amsterdam, Holland	—	—	156
Ancona, Italy	—	—	835
Antilla, W. I.	—	—	14
Antofagasta, Chile	—	—	50
Antwerp, Belgium	—	1,195	2,402
Arendal, Norway	—	—	50
Arica, Chile	—	—	133
Asuncion, Paraguay	—	—	7
Auckland, N. Z.	—	—	40
Aux Cayes, Haiti	—	—	6
Asua, W. I.	—	—	244
Bahia, Brazil	—	—	99
Bahia Blanca, A. R.	—	—	99
Barbados, W. I.	161	901	287
Beira, Africa	—	—	24
Belize, Br. Honduras	—	—	29
Bergen, Norway	—	—	685
Birkenhead, England	—	—	100
Bordeaux, France	—	—	450
Braila, Roumania	—	—	250
Bremen, Germany	—	—	700
Bristol, England	—	—	50
Buenos Aires, A. R.	342	7,652	4,134
Cafo, Egypt	—	—	14
Cape Town, Africa	—	—	631
Cardenas, Cuba	—	—	29
Cartagena, Colombia	—	—	14
Casablanca, Venezuela	27	105	—
Cayenne, French Guiana	—	—	90
Ceara, Brazil	—	680	441
Christiana, Norway	—	—	19
Cienfuegos, Cuba	—	—	3,800
Ciudad Bolivar, Venezuela	—	—	13
Colon, Panama	—	—	14
Constantinople, Turkey	21	739	669
Constanta, Roumania	—	200	3,010
Copenhagen, Denmark	—	—	75
Corinto, Nicaragua	—	3,655	3,775
Cork, Ireland	—	—	42
Cristobal, Panama	—	—	800
Cuenca, Colombia	—	—	8
Curacao, Leeward Islands	—	—	59
Edinburgh, Turkey	—	—	840
Delagoa Bay, Africa	—	—	110
Demerara, Br. Guiana	—	—	128
Domitica, W. I.	—	1,215	1,133
Dublin, Ireland	—	—	535
Dunkirk, France	—	—	1,900
Flume, Austria	—	—	400
Frederickshald, Norway	—	—	800
Fremantle, Australia	—	—	35
Galatz, Roumania	—	—	47
Gallipoli, Turkey	—	—	2,575
Genoa, Italy	—	—	150
Gibraltar, Spain	550	18,386	10,006
Glasgow, Scotland	—	—	50
Gothenberg, Sweden	—	2,175	3,314
Grenada, W. I.	—	—	1,175
Guadeloupe, W. I.	—	—	60
Hamburg, Germany	—	577	527
Havana, Cuba	—	4,420	2,011
Harve, France	—	843	179
Hong Kong, China	309	7,223	4,826
Horsens, Denmark	—	—	2
Hull, England	—	—	25
Iquique, Chile	20	756	350
Kingston, W. I.	—	72	72
Kobe, Japan	74	1,064	1,361
Koenigsberg, Germany	—	—	8
Kustendji, Roumania	—	—	85
La Libertad, Salvador	—	—	973
La Union, Salvador	—	—	4
Leghorn, Italy	—	—	43
Leipzig, Germany	—	—	2,139
Leth, Scotland	—	—	38
Liverpool, England	—	—	50
London, England	499	6,188	16,479
Macoris, S. D.	—	8,773	3,659
Malmo, Sweden	—	—	361
Malta, Island of	—	—	50
Manchester, England	—	1,899	2,749
Manila, P. I.	—	—	—
Maracaibo, Venezuela	—	—	9
Marseilles, France	—	—	13,714
Martinique, W. I.	—	—	652
Matanzas, W. I.	—	—	5
Melbourne, Australia	—	—	30
Mersina, Turkey	—	—	64
Monte Cristi, S. D.	—	—	71
Montego Bay, W. I.	—	—	561
Montevideo, Uruguay	—	—	43
Moyague, Argentina	—	—	887
Naples, Italy	—	—	25
Newcastle, England	—	—	1,174
Norokoping, Sweden	—	—	150
Nuevitas, Cuba	—	—	60
Oran, Algeria	—	—	103
Panderna, Asia	—	—	175
Para, Brazil	—	—	250
Patras, Greece	—	—	38
Piraeus, Greece	—	—	325
Plantania	—	—	3,109
Port Antonio, W. I.	—	—	2
Port au Prince, W. I.	23	115	45
Port Barrios, C. A.	3	70	71
Port Limon, C. R.	—	—	14
Port Said, Egypt	5	166	170
Progreso, Mexico	—	—	148
Puerto Mexico	—	—	32
Puerto Plata, S. D.	—	—	20
Punta Arenas, C. R.	—	—	239
Ravenna, Italy	—	—	480
Rio Janeiro, Brazil	—	—	350
Rodosto, A. R.	28	289	887
Rosario, A. R.	—	—	450
Rotterdam, Holland	—	—	135
St. John, N. F.	—	23,946	14,355
St. Kitts, W. I.	250	21	49
St. Thomas, W. I.	—	415	106
Salonica, Turkey	—	—	9
Sanchez, S. D.	—	—	1,940
San Domingo, S. D.	—	—	118
San Juan, P. R.	110	110	188
Santiago, Cuba	—	—	89
Santos, Brazil	101	1,074	293
Savanna, Colombia	—	—	2,926
Sekondi, Africa	—	—	3
Smyrna, Turkey	—	—	9
Southampton, England	—	—	813
Stettin, Germany	—	250	820
Stockholm, Sweden	—	—	495
Surinam, Dutch Guiana	—	—	100
Sydney, Australia	—	—	989
Tampico, Mexico	33	129	151
Tonsberg, Norway	—	—	52
Treblond, Armenia	—	—	150
Trieste, Austria	—	—	20
Trinidad, Island of	—	17,977	6,861
Turks Island, W. I.	12	205	160
Valparaiso, Chile	—	—	85
Venice, Italy	—	—	2,995
Vera Cruz, Mexico	—	12,534	9,582
Wellington, N. Z.	—	—	22
Yokohama, Japan	—	—	91
Zanzibar, Zanzibar	—	—	16
Total	2,705	154,188	144,190

From New Orleans.			
Port.	For week. 1912.	Since Sept. 1, 1912.	Same period, 1911-1912.
Bbls.	Bbls.	Bbls.	Bbls.
Antwerp, Belgium	—	—	300
Belfast, Ireland	—	—	3,490
Bremen, Germany	—	—	100
Bristol, England	—	—	130
Buenos Aires, A. R.	—	—	50
Christiana, Norway	—	—	425
Colon, Panama	—	—	3,515
Copenhagen, Denmark	—	—	40
Genoa, Italy	—	—	375
Glasgow, Scotland	—	—	50
Gothenberg, Sweden	—	—	324
Hamburg, Germany	—	—	260
Havana, Cuba	166	2,396	350
Harve, France	—	1,796	744
Kingston, W. I.	—	—	300
Liverpool, England	—	—	1,025
London, England	—	—	85
Manchester, England	—	—	40
Marseilles, France	—	—	800
Port Limon, C. R.	—	—	9,475
Progreso, Mexico	—	—	250
Rotterdam, Holland	—	—	8,969
Stavanger, Norway	—	—	1,175
Tampico, Mexico	—	—	721
Vera Cruz, Mexico	—	—	1,000
Total	166	30,486	91,193

From Savannah.			
Port.	For week. 1912.	Since Sept. 1, 1912.	Same period, 1911-1912.
Bbls.	Bbls.	Bbls.	Bbls.
Antwerp, Belgium	—	—	866
Bremen, Germany	—	—	102
Hamburg, Germany	—	—	3,314
Harve, France	—	—	2,998
Liverpool, England	—	—	550
London, England	—	—	1,096
Rotterdam, Holland	—	—	8,521
Total	8,521	14,985	32,654

From All Other Ports.			
Port.	For week. 1912.	Since Sept. 1, 1912.	Same period, 1911-1912.
Bbls.	Bbls.	Bbls.	Bbls.
Canada	—	2,184	12,767
Liverpool, England	—	210	2,399
Mexico (including overland)	—	2,297	19,159
Total	4,691	32,763	21,676

Recapitulation.			
Port.	For week. 1912.	Since Sept. 1, 1912.	Same period, 1911-1912.
Bbls.	Bbls.	Bbls.	Bbls.
From New York	2,705	154,188	144,190
From New Orleans	166	30,486	91,193
From Savannah	—	8,521	32,654
From All Other Ports	4,691	32,763	21,676
Total	7,562	241,129	229,713



# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—The only varieties showing an established basis are Texas steers and Colorados, as formerly noted, and the rest of the market will continue nominal until sales are effected on which to list quotations. Native steers remain entirely nominal in the absence of trading. In figuring estimates as to the quantity of accumulations on hand unsold it is necessary to take into consideration the so-called "invisible" quantity in the hands of principally one dealer. The fact that natives were put higher in proportion to leather than most any class of hides is one reason why they are now so slow of sale. December natives continue strictly nominal around 19c. last quoted, with that price really meaning nothing. On next sales natives are expected to sell relatively lower than the break in Texas and Colorados, as both of these descriptions were nominally steadier right along throughout the entire dullness. Texas steers were never forced above 18c. for the heavy, and only a few sold at over 17½c., consequently were not relatively so high compared with leather as native steers. As a result the recent break in these, considering poorer quality, was even less than expected by some parties. Last sales of Decembers, including Novembers, were at 17¼c., 17c. and 16¾c., respectively. Butt brands sympathize very much with natives, as they come more freely to market than other branded varieties during the native season. It is talked that the packer who sold Texas and Colorados also moved two cars of butt brands, November 1 to January 1, at 17¼c., which would be in line with the drop on the other kinds. Later.—Another sale is noted of two cars of November-December butt brands at 17c. f. o. b. the River, being light average, which may be another report on the previous sale noted, or a new sale, and as based on this trading butt brands may be ranged 17@17¼c. Colorados last sold at 17c., but are not considered strong at this figure. Branded cows are slow at the former nominal quotation of 17c. on account of the talk that January light native cows are likely to sell below 17c. also for Decembers. No sales. Native cows remain neglected, nominal and weak. A packer is talking of having refused a bid at 16¾c. for light cows, and hold for 17c., but the general consensus of opinion prevails that 17c. is not obtainable, and not even this figure for heavy cows. The latter are not as desirable for light sole leather as light weights and are accumulating. Native bulls are without sale, being nominal around 15½c., and branded bulls 13c., with supplies small, but during this month there will be more of both varieties offered.

Later.—There is a report of a sale of 1,000 October-November 25@45-lb. light native cows by a packer at 16¾c.

**COUNTRY HIDES.**—The market is considered generally steady on the basis of 14½c. for 45-lb. and up, both here and for good hides at outside points, and it cannot be learned that any are offered here at less for this month's shipment with some dealers who are well sold up talking more. Dealers here generally feel satisfied over the situation, as they are pretty well sold up, and they think that for the few hides they have on hand that cost them more money than today's market they will have a demand later. Buffs and heavy cows continue to be quoted at 14½c., with no fresh sales. Extremes range 15¼@15½c., as to quality, etc. Heavy steers remain strictly nominal and slow from 15@15¼c., as to lots. Bulls are also quiet, and considered top at 12½c., as there will be more packers offered later. Branded hides are ranged 13@14c. flat, as to lots, and are top with no recent movement in these.

Later.—Dealers are talking firmer, asking 14¾c. for buffs on hand and extremes 15¾c. for prompt shipment, but no trading is noted and car lots of buffs are offered from outside cities at 14½c., Chicago freight.

**CALFSKINS.**—Dull and weak, with quotations nominal, as buyers will not pay last trading values. Tanners are not interested except at lower rates, and are very bearish regarding the situation. Chicago cities offered at 18½c. receive no attention, and buyers confidently expect an 18c. market for these as previously noted. Outside cities are strictly nominal from 18@18½c. asked, and countries 16¾@17¼c., all as to quality and section where collected, etc. Kips, as to quality, are nominal from 15¼c. up to 16½c., the last price paid for good mixed outside cities and countries. Cities and packers are talked higher, but no sales.

**SHEEPSKINS.**—Only scattering sales are made, as most buyers' views keep low, and the outside asking prices are not obtainable. Some quarters note trading in slightly better than 12-lb. packer pelts in small parcel way at \$1.45, and this is from 5@15c. under the range generally asked for heavy average of \$1.50@1.60. Regular runs of packer pelts continue at \$1.25@1.45 asked, with outside city packers \$1.20@1.30, and ordinary country collections 90c.@\$1.15, as to quality, etc. Dry Westerns, as to section, quality, etc., 13½@15½c. per pound.

## New York.

**DRY HIDES.**—There is a steady to firm market on common varieties, and receipts are being taken at unchanged prices about as fast as they come forward. There is no stock on hand here, and a fresh arrival of 1,240 Bogotas, etc., per the S. S. "Clyde" was immediately taken on the basis of 28c. for mountains. There are reports current of a stronger market on River Plates due to European buying. One report is that sales of Buenos Aires have been made to Europe on the basis of 30c. c. i. f., but this is not credited in some other quarters where last offerings of Buenos Aires were at 29c. There is more inquiry from American tanners for different kinds of River Plates, but no trad-

ing is noted owing to the wide difference in views between buyers and sellers. Some offerings are noted in Boston of regular Buenos Aires at 30¼c., and of Montevideos at 32¼c., but best bids by tanners there for these were at 2c. less. There are many conflicting reports regarding Chinas. Some reports are that sales of Chinas have been made in a sizable way at below 14d., and intimated that these sales were at around 13½d. or less, but other parties claim that the best district Hankows are quotable at from 14½@15d., and that sales at under the inside price are for summer stock or inferior lots, as one little parcel of 500 Chinas is given as an example that was sold at 13½d. flat, but consisting of all weights and a mixture of dry and dry salted stock.

**WET SALTED HIDES.**—No trading is noted in River Plates, and Europe is reported to be paying considerably higher prices for these than can be secured here. Coast Mexicans are quoted around 14½c. Arrivals include 250 bbls. of Havanas for Hamburg per the S. S. "Havana," and 570 bbls. Cubans for Hamburg and 349 bbls. Cubans for here per the "Prins Sigismund."

**CITY PACKER HIDES.**—No trading is noted, and the market continues entirely nominal. One Newark tanner is reported as claiming that he was offered some spready native steers, probably not regular measurement stock, at 18c., and that his bid on these was 17c.

**COUNTRY HIDES.**—Nothing of account has as yet developed in this market. Dealers are feeling more confident as a rule regarding the situation, and believe that the market is fairly well established for the present on the basis of 14½c. selected for buffs, and 15½c. for extremes from good points such as Ohio, Pennsylvania, Indiana, Michigan, etc. Some buyers, however, who last operated on the above basis are holding out again, and figuring on working down the market for present collection hides to a 14c. basis for buffs. Consequently some offerings of buffs here at 14½c. have not been taken, but it is reported that buyers in Boston are willing to pay this for good lots. There was an offering here recently of 1,500 Canadian hides 25 lbs. and up for late January shipment at 13¾c. flat, and the party offering these previously sold for early January delivery at 13¾c. flat. A recent offering was made here of 5,000 Southern at 13¾c. flat, and today 3@4 cars of Southern were offered from a North Carolina point at 13½c. flat. Less than car lots of nearby hides are selling at 13½c. flat, but recently some small peddling lots have been picked up at under this price.

**CALFSKINS.**—The market on New York City skins is still largely nominal, although no change from the former high rates paid to butchers for green skins by the pound has been made. New York city skins are considered quotable around \$1.70, \$2.17½ and \$2.50, as the prices at which it is believed some parties would sell, but no late trading is confirmed.

## Boston.

There is still a fair inquiry for good buffs at 14½c., and extremes at 15½c., with some holders now trying to realize about ¼c. more. Southern have been quite actively dealt in for January shipment at 12¾@13c. flat, with some far South lots sold down to 12½c. flat, as previously noted, and some choicer lots of Southern held at from 13¼@13½c. flat.

**We Buy Tallow, Grease, Bones, Hoofs, Fertilizer, Cracklings, etc.**

**Our Specialty: Horns and Shin Bones**

**M. K. PARKER & CO., 607-608-609 Postal Telegraph Bldg., Chicago, U.S.A.**



# Chicago Section

"I should worry!" said William J. B.

Capital at least keeps out of jail.

There is at least one clam in Oyster Bay.

A Massachusetts farmer is raising blue hogs. 'Rah fer the red, white and blue—hog!

Wanted.—A sure guesser on the grain markets, by every old trader.

That was some "turkey trot" those Eastern women sufferin'yets pulled off.

That "you're another" thing seems to have gone into "innocuous desuetude." Let him off at the next corner, Pete!

1913 hath arriven. Has all the ear-marks of being a corking good one, too. Well, here's hoping!

Total valuation of live stock received at Chicago for the year is estimated at \$356,000,000, as against \$339,000,000 for 1911.

The panic manufacturer evidently saw his shadow, or that of the gibbet, or that of a great crime.

Chicago's defective department is living up to its name. The crooks seem to have a monopoly on shrewdness.

President-elect Woodrow Wilson said in his recent interview: "———!" And added, "———!" And the interviewer wrote: "———".

New Year's Eve in one of our caffays.—Fat guy flags waiter and sayeth unto he: "Sam! Stewed chicken fer mine." "Yas, sah, Boss," said Sam. "There's one sittin' right behind yuh!"

Seems to be quite a boom in prize-fighting. The Law and Order Leagues are also booming. Helps some. "Takes a good pugilist or a bad minister to put a feller to sleep," one wag said.

Whatever J. P. Morgan may or may not be, he's sure no "piker." When a man controls \$22,245,000,000 he sure is no "vag." And to think, after all, that in the Great Beyond it is not worth a continental gosh darn!

After all, a country of this magnitude, with its numerous colossal undertakings, needs men with big bundles, and sometimes even the biggest wad is not big enough to meet all requirements. Don't worry, they'll leave it all behind.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, December 28, 1912, averaged 10.18 cents per pound. And, by the way, this means good beef, artistically handled, including Christmas deliveries.

Do you know that saltpetre, otherwise potassium nitrate, should be 99.92 per cent. pure and the balance moisture? Otherwise you are not getting your money's worth. And this "pure" proposition applies to a whole lot of other supplies also.

Don't try and be too darn good all at once. Be good a little at a time and make it stick. For instance, don't scowl at the advertisement solicitor; he's your friend, if you only knew it. Remember, we all have to solicit business.

Everybody seems to be "farm struck" these days. Seem to think it's a good investment, and at the windup a good place to die. That "die" thing is O. K. After a man has spent all his life in a busy, bright, hustling city, and, growing weary, retires to his farm, he'd just about die all right, all right.

The wagon backed up to a whole lot of places for passengers New Year's Eve. No, not the W. W.—the patrol wagon. The W. W. as per-usual is joggin' along with its regular bunch. 'Tis better to have climbed and fell, than kept on going plumb to—Now, whatcha think of that?

He was about to retire when he discovered several hundred thousand "companions" in the bed. When he kicked to the landlord, the latter told him that Colonel Roosevelt slept in that bed, and he ought to be tickled to death. "That's all right," said the guest, "I don't mind sleeping in the same bed the colonel slept in. But I'll be darned if I want to sleep with the whole Bull Moose party!"

Highest prices paid for live stock on the Chicago market during 1912, as compared with the preceding two years, were as follows:

	1912.	1911.	1910.
Cattle .....	\$11.25	\$9.35	\$8.85
Calves .....	12.00	10.00	10.25
Hogs .....	9.42½	8.30	11.20
Lambs .....	10.60	7.85	10.60

## CHICAGO FERTILIZER MARKET.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, December 31, 1912.—The tankage situation seems slightly stronger, though owing to the holidays trade has not been very extensive. Packers are generally holding for outside prices, though an occasional trade is being made for immediate shipment at slight concessions. Blood is quotable from \$2.55 up to \$2.60, several producers holding firmly at the latter price for prompt and early January shipment, with usual carrying charge for futures. Packers regular tankage has sold rather freely at \$2.35 to \$2.37½ and 10c., and is now generally held at \$2.40 and 10c. for January shipment.

The further strengthening in price of cottonseed and imported ammoniates is turning buyers' attention more particularly to the animal ammoniates, which are selling low, comparatively, and may result in some appreciation in values within the next few weeks. The lower grade ammoniates are not offered very freely, but can still be had in a moderate way at recent quotations. (Complete quotations will be found on page 37.)

## CUDAHY PACKING COMPANY FIGURES.

The Cudahy Packing Company, incorporated under the laws of Illinois, filed with the Massachusetts secretary of state a statement of its financial condition, dated November 25, which compares as follows:

Assets.	1912.	1911.
Real estate and mach.....	\$9,383,954	\$9,024,241
Merchandise .....	11,762,940	10,450,933
Cash and debts receivable.....	7,022,800	6,076,944
Inv. car lines and misc.....	2,301,094	2,057,742
Totals .....	\$30,470,788	\$27,630,862
Liabilities.	1912.	1911.
Capital stock .....	\$12,000,000	\$12,000,000
Accounts payable .....	1,239,230	1,041,273
Funded debt .....	4,272,500	4,338,000
Floating debt .....	8,042,274	6,150,266
Sur. and undiv. profits.....	4,916,787	3,907,323
Totals .....	\$30,470,788	\$27,630,862

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

G. M. BRILL. F. A. LINDBERG. E. C. GARDNER.  
**BRILL & GARDNER**  
ENGINEERS  
Mechanical, Electrical Architectural  
Specialties: Packing Plants Cold Storage.  
Manufacturing Plants, Power Installations,  
Investigations.  
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**DAVID I. DAVIS & CO.**  
PACKING HOUSE EXPERTS  
Manhattan Building. CHICAGO, ILL.  
Designers of Packing Plants  
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## PRINTED PARCHMENT WRAPPERS

are the best advertisement for your business and you can't get anything so satisfactory as the PURITAN BRAND. Ask for samples.

**THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio**

# MERIT!!!

That is what makes our

## SUPREME ANHYDROUS AMMONIA

tower way above all others.

It is a product of which we are justly proud.

Did you ever hear of anyone change after once using

## ANHYDROUS **SUPREME** AMMONIA

**"EVERY OUNCE ENERGIZES"**

Drop a line for a demonstration.

Supreme Means { Less Power—Less Coal—Less Expense.  
More Refrigeration—More Satisfaction—More Efficiency.

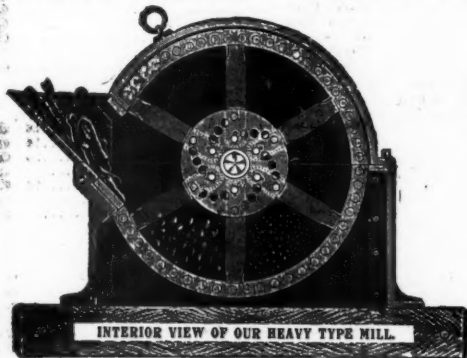
NEW YORK

**MORRIS & COMPANY**

CHICAGO  
U. S. YARDS

## WHY SELL YOUR TANKAGE and BONE UNGROUND?

GET FULL VALUE FOR THESE PRODUCTS



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

## —A— WILLIAMS GRINDER

WILL TURN YOUR MATERIAL OUT AT ITS  
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*Also Grinds Shells, Cracklings, Etc., for Poultry Food*

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**THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.**

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO  
SAN FRANCISCO OFFICE: 347 Mondnock Bldg.

# CONSOLIDATED DRESSED BEEF CO.

ABATTOIR  
AND  
SALESROOMS  
STOCK YARDS  
30th and Race Sts.  
PHILADELPHIA

**CAR LOTS SHIPPED TO ANY PART OF THE U. S.**

We invite New York and New Jersey butchers to visit  
us. Philadelphia is only two hours from New York.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 23.....	10,025	1,064	29,121	21,203
Tuesday, Dec. 24.....	2,884	933	15,074	9,223
Wednesday, Dec. 25—Holiday.				
Thursday, Dec. 26.....	9,146	334	16,863	25,348
Friday, Dec. 27.....	2,100	471	22,771	17,074
Saturday, Dec. 28.....	361	51	19,061	1,761
Total last week.....	24,316	2,903	102,890	74,609
Previous week.....	67,248	7,205	132,038	126,243
Cor. week, 1911.....	43,477	2,857	121,078	86,558
Cor. week, 1910.....	36,625	3,424	108,857	48,306

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 23.....	2,583	74	7,356	4,014
Tuesday, Dec. 24.....	1,789	81	6,243	4,912
Wednesday, Dec. 25—Holiday.				
Thursday, Dec. 26.....	3,140	79	5,317	3,860
Friday, Dec. 27.....	1,193		6,278	5,394
Saturday, Dec. 28.....	176		4,279	201
Total last week.....	8,881	234	29,473	18,381
Previous week.....	29,147	337	18,337	20,779
Cor. week, 1911.....	16,941	535	38,898	8,536
Cor. week, 1910.....	19,681	175	27,418	4,390

## CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Dec. 28, 1912.....	2,636,066	7,115,368	6,010,138
Same period, 1911.....	2,934,228	7,026,179	5,701,055

## Combined receipts of hogs at eleven points:

Week ending Dec. 28, 1912.....	370,000
Previous week.....	492,000
Year ago.....	425,000
Two years ago.....	330,000
Total year to date.....	24,412,000

## Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Dec. 28, 1912.....	71,200	231,000	126,100
Week ago.....	165,700	318,500	224,800
Year ago.....	106,100	307,000	160,500
Two years ago.....	99,600	242,100	109,900
Totals, 1912, to date.....	7,642,000	18,589,000	12,932,000
Totals, 1911, to date.....	8,256,000	18,977,000	12,778,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Dec. 28, 1912:	
Armour & Co.....	14,600
Swift & Co.....	12,500
S. & S. Co.....	7,700
Morris & Co.....	5,800
Anglo-American.....	2,700
Boyd-Lumbum.....	2,900
Hammond.....	4,700
Western P. Co.....	6,700
Roberts & Oake.....	3,200
Miller & Hart.....	2,700
Independent P. Co.....	4,900
Brennan P. Co.....	3,100
Others.....	1,100
Totals.....	72,600
Previous week.....	112,300
1911.....	167,200
1910.....	153,000
Total year to date.....	5,692,000
Same period last year.....	5,746,000

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lamba.
This week.....	\$7.95	\$7.40	\$4.85	\$8.15
Previous week.....	7.55	7.18	4.50	7.70
Year ago.....	6.80	6.21	3.85	6.05
Two years ago.....	6.05	7.80	3.80	6.15
Three years ago.....	5.95	8.41	5.20	7.95

## CATTLE.

Good to choice steers.....	\$9.25@10.00
Fair to good steers.....	7.25@ 8.25
Common to fair beefs.....	6.00@ 7.25
Inferior killers.....	5.50@ 6.50
Canner bulls.....	2.25@ 3.25
Fair to choice vealers.....	9.25@10.00
Heavy calves.....	8.25@ 9.00

Feeding steers.....	6.00@ 7.00
Stockers.....	4.75@ 5.50
Medium to good beef cows.....	4.25@ 6.00
Common to good cutters.....	3.00@ 4.00
Inferior to good canners.....	2.50@ 3.25
Bologna bulls.....	3.75@ 5.50
Butcher bulls.....	4.50@ 6.75

## HOGS.

Good to prime heavy.....	\$7.45@7.60
Good to prime butchers.....	7.45@7.55
Fair to good packing.....	7.15@7.35
Rough heavy packing.....	7.10@7.25
Light mixed, 170@200 lbs.....	7.20@7.40
Choice light, 170@200 lbs.....	7.25@7.50
Pigs, 110 lbs. and under.....	5.50@6.50
Pigs, 110@140 lbs.....	6.25@6.10
Bears, according to weight.....	3.00@4.50
*Stags, according to weight.....	7.00@7.65

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Fed yearlings.....	\$5.50@7.25
Native lambs.....	7.50@8.75
Fed lambs.....	7.75@8.75
Native yearlings.....	5.50@7.25
Feeding lambs.....	6.00@7.00
Feeding wethers.....	4.25@4.40
Breeding ewes.....	4.00@4.50
Good to choice wethers.....	4.75@5.50
Good to choice ewes.....	4.25@5.00

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, DECEMBER 28, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	\$17.55	\$17.55	\$17.37½	\$17.40
May.....	17.95	17.97½	17.82½	17.85
LARD—(Per 100 lbs.)—				
December.....	9.80	9.80	9.70	9.70
January.....	9.67½	9.70	9.62½	9.62½
May.....	9.72½	9.75	9.70	9.70
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.52½	9.55	9.50	9.50
May.....	9.60	9.62½	9.60	9.60

MONDAY, DECEMBER 30, 1912.

PORK—(Per bbl.)—				
January.....	17.50	17.50	17.35	17.45
May.....	18.00	18.02½	17.95	18.02½
LARD—(Per 100 lbs.)—				
December.....	9.70	9.70	9.62½	9.65
January.....	9.67½	9.67½	9.55	9.60
May.....	9.75	9.80	9.70	9.80
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.60	9.60	9.55	9.60
May.....	9.70	9.75	9.65	9.70

TUESDAY, DECEMBER 31, 1912.

PORK—(Per bbl.)—				
January.....	17.45	17.52½	17.45	17.47½
May.....	18.00	18.05	18.00	18.00
LARD—(Per 100 lbs.)—				
December.....	9.70	9.75	9.65	9.65
January.....	9.62½	9.62½	9.57½	9.57½
May.....	9.77½	9.80	9.77½	9.77½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.57½	9.57½	9.55	9.55
May.....	9.70	9.72½	9.70	9.70

WEDNESDAY, JANUARY 1, 1913.

Holiday. No market.

THURSDAY, JANUARY 2, 1913.

PORK—(Per bbl.)—				
January.....	17.42½	17.47½	17.42½	17.42½
May.....	17.95	17.97½	17.92½	17.95
LARD—(Per 100 lbs.)—				
January.....	9.52½	9.57½	9.52½	9.52½
May.....	9.72½	9.75	9.70	9.70

RIBS—(Boxed, 25c. more than loose)—				
January.....	9.55	9.57½	9.52½	9.52½
May.....	9.67½	9.70	9.65	9.65

FRIDAY, JANUARY 3, 1913.

PORK—(Per bbl.)—				
January.....	17.50	17.62½	17.50	17.60
May.....	18.00	18.12½	18.00	18.01½
LARD—(Per 100 lbs.)—				
January.....	9.52½	9.57½	9.52½	9.65
May.....	9.72½	9.77½	9.72½	9.81½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.55	9.65	9.55	9.65
May.....	9.67½	9.75	9.67½	9.70

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry &amp; Son, 41st and Halsted Streets.)

Native Rib Roast.....	@25
Native Sirloin Steaks.....	@25
Native Porterhouse Steaks.....	@35
Native Pot Roasts.....	@16
Rib Roasts from light cattle.....	@14
Beef Stew.....	@15
Boneless Corned Briskets, Native.....	@16
Corned Rumps, Native.....	@16
Corned Ribs.....	@10
Corned Flanks.....	@10
Round Steaks.....	@22
Round Roasts.....	@16
Shoulder Steaks.....	@16
Shoulder Roasts.....	@15
Shoulder Neck End, Trimmed.....	@12½
Rolls Roast.....	@16

## Lamb.

Hind Quarters, fancy.....	@18
Fore Quarters, fancy.....	@12½
Legs, fancy.....	@20
Stew.....	@10
Chops, shoulder, per lb.....	@16
Chops, rib and loin, per lb.....	@25
Chops, Frenched, each.....	@12½

## Mutton.

Legs.....	@12½
Stew.....	@ 6
Shoulders.....	@12½
Hind Quarters.....	@11
Fore Quarters.....	@ 8
Rib and Loin Chops.....	@16
Shoulder Chops.....	@12½

## Pork.

Pork Loin.....	@15
Pork Chops.....	@16
Pork Shoulders.....	@14
Pork Tenderloins.....	@40
Pork Butts.....	@15
Spare Ribs.....	@12½
Hocks.....	@11
Pigs' Heads.....	@ 7
Leaf Lard.....	@16

## Veal.

Hind Quarters.....	@22
Fore Quarters.....	@16
Legs.....	@24
Breasts.....	@15
Shoulders.....	@18
Cutlets.....	@30
Rib and Loin Chops.....	@25

## Butchers' Offal.

Suet.....	@ 8½
Tallow.....	@ 4½
Bones, per cwt.....	@ 1.00
Calfskins, 8 to 15 lbs.....	@20
Calfskins, under 8 lbs. (deacons).....	@65
Kips.....	@16

AUTOMATIC  
IMPROVED

## TANKAGE PRESSES AND DRYERS

Economical Efficient  
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.  
68 William St., • • New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	15 @ 15 1/4
Good native steers	14 @ 14 1/4
Native steers, medium	12 1/2 @ 12 1/2
Heifers, good	11 1/2 @ 12 1/4
Cows	9 1/2 @ 10 1/4
Hind Quarters, choice	16 1/2 @ 16 1/2
Fore Quarters, choice	16 1/2 @ 16 1/2

## Beef Cuts.

Cow Chucks	7 1/4 @ 8 1/4
Steer Chucks	10 @ 10 1/2
Boneless Chucks	9 @ 9
Medium Plates	8 1/4 @ 8 1/4
Steer Plates	8 1/4 @ 8 1/4
Cow Rounds	8 1/4 @ 9 1/4
Steer Rounds	12 @ 12
Cow Loins	10 1/4 @ 14
Steer Loins, Heavy	10 @ 14
Beef Tenderloins, No. 1	22 @ 22
Beef Tenderloins, No. 2	20 @ 20
Strip Loins	10 @ 10
Shin Butts	11 @ 11
Shoulder Clods	11 @ 11
Rolls	13 @ 13 1/2
Rump Butts	10 1/4 @ 13 1/4
Trimnings	8 @ 8
Shank	5 @ 5
Cow Ribs, Common, Light	8 1/4 @ 10
Cow Ribs, Heavy	12 @ 12
Steer Ribs, Light	18 @ 18
Steer Ribs, Heavy	23 @ 23
Loin Ends, steer, native	17 1/2 @ 17 1/2
Loin Ends, cow	15 @ 15
Hanging Tenderloins	13 @ 13
Flank Steak	13 @ 13
Hind Shanks	4 @ 4

## Beef Offal.

Brains, each	7 @ 8
Hearts	7 @ 7 1/2
Tongues	17 @ 17 1/2
Sweetbreads	30 @ 30
Ox Tail, per lb.	8 @ 8
Fresh Tripe, plain	3 1/2 @ 3 1/2
Fresh Tripe, H. C.	5 1/2 @ 5 1/2
Brains	8 @ 8
Kidneys, each	6 @ 8

## Veal.

Heavy Carcass Veal	10 @ 13
Light Carcass	13 @ 13 1/2
Goat Carcass	15 @ 15
Good Saddles	15 @ 15 1/2
Medium Racks	11 @ 11 1/2
Good Racks	13 @ 13

## Veal Offal.

Brains, each	6 @ 8
Sweetbreads	6 @ 8
Puddles	6 @ 8
Heads, each	20 @ 25

## Lamb.

Good Caul	12 1/2 @ 12 1/2
Round Dressed Lambs	14 1/2 @ 14 1/2
Saddles, Caul	13 1/2 @ 13 1/2
R. D. Lamb Racks	9 @ 9
Caul Lamb Racks	9 @ 9
R. D. Lamb Saddles	15 @ 15
Lamb Fries, per pair	12 @ 12
Lamb Tongues, each	4 @ 4
Lamb Kidneys, each	1 1/4 @ 1 1/4

## Mutton.

Medium Sheep	7 1/2 @ 7 1/2
Good Sheep	9 @ 9
Medium Saddles	9 1/2 @ 9 1/2
Good Saddles	12 @ 12
Good Racks	7 @ 7
Medium Racks	6 @ 6
Mutton Legs	10 1/2 @ 10 1/2
Mutton Loins	7 @ 7
Mutton Stew	5 @ 5
Sheep Tongues, each	2 1/2 @ 2 1/2
Sheep Heads, each	10 @ 10

## Fresh Pork, Etc.

Dressed Hogs	12 @ 12
Pork Loins	13 1/2 @ 13 1/2
Leaf Lard	11 1/4 @ 11 1/4
Tenderloins	24 @ 24
Spare Ribs	9 1/2 @ 9 1/2
Butts	11 1/2 @ 11 1/2
Hocks	8 1/2 @ 8 1/2
Trimnings	8 @ 8
Extra Lean Trimnings	9 @ 9
Tails	8 @ 8
Snouts	6 @ 6
Pigs' Feet	4 @ 4
Pigs' Heads	7 @ 7
Blade Bones	8 @ 8
Blade Meat	8 1/2 @ 8 1/2
Hog Liver, per lb.	3 1/2 @ 3 1/2
Neck Bones	3 1/2 @ 3 1/2
Skinned Shoulders	11 @ 11
Pork Hearts	7 @ 7
Pork Kidneys, per lb.	4 @ 5 1/2
Pork Tongues	10 @ 11 1/2
Silp Bones	5 @ 5
Tail Bones	6 @ 6 1/2
Brains	6 @ 6
Backfat	10 1/2 @ 10 1/2
Hams	13 1/2 @ 13 1/2
Calas	12 1/2 @ 12 1/2
Bellies	15 1/2 @ 15 1/2
Shoulders	11 @ 11

## SAUSAGE.

Columbia Cloth Bologna	10 @ 10
Bologna, large, long, round, in casings	9 1/2 @ 9 1/2

Choice Bologna	12 @ 12
Frankfurters	11 1/4 @ 11 1/4
Blood, Liver and Headcheese	9 1/4 @ 9 1/4
Tongue	14 1/4 @ 14 1/4
Minced Sausage	12 @ 12
Luncheon Sausage, cloth paraffine	17 @ 17
New England Sausage	16 @ 16
Compressed Luncheon Sausage	16 @ 16
Special Compressed Ham	16 @ 16
Berliner Sausage	13 @ 13
Boneless Butts in casings	23 @ 23
Oxford Butts in casings	18 @ 18
Polish Sausage	11 1/2 @ 11 1/2
Garlic Sausage	12 @ 12
Country Smoked Sausage	12 @ 12
Farm Sausage	16 @ 16
Pork Sausage, bulk or link	10 @ 10
Pork Sausage, short link	10 1/2 @ 10 1/2
Boneless Pigs' Feet	9 @ 9
Luncheon roll	12 @ 12
Hams, Bologna	14 1/4 @ 14 1/4
Jellied Roll	18 1/4 @ 18 1/4

## Summer Sausage.

Best Summer, H. C., Medium Dry	23 1/2 @ 23 1/2
German Salami, Medium Dry	23 @ 23
Italian Salami	26 1/2 @ 26 1/2
Holsteiner	17 @ 17
Mettwurst, New	1 @ 1
Farmer	19 1/4 @ 19 1/4

## Sausage in Oil.

Smoked Sausage, 1-50	5.00 @ 5.00
Smoked Sausage, 2-20	5.50 @ 5.50
Bologna, 1-50	5.50 @ 5.50
Bologna, 2-20	5.00 @ 5.00
Frankfurt, 1-50	6.00 @ 6.00
Frankfurt, 2-20	5.50 @ 5.50

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	10.00 @ 10.00
Pickled Plain Tripe, in 200-lb. barrels	7.25 @ 7.25
Pickled H. C. Tripe, in 200-lb. barrels	8.50 @ 8.50
Pickled Ox Lips, in 200-lb. barrels	15.50 @ 15.50
Pickled Pigs' Snouts, in 200-lb. barrels	34.50 @ 34.50
Lamb Tongues, Short Cut, barrels	34.50 @ 34.50

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	1.95 @ 1.95
2 lbs., 1 or 2 doz. to case	3.75 @ 3.75
6 lbs., 1 doz. to case	14.00 @ 14.00
14 lbs., 1/2 doz. to case	32.00 @ 32.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	33.25 @ 33.25
4-oz. jars, 1 doz. in box	6.25 @ 6.25
8-oz. jars, 1/2 doz. in box	11.50 @ 11.50
16-oz. jars, 1/4 doz. in box	22.50 @ 22.50
2, 5 and 10-lb. tins	1.50 @ 1.50 per lb.

## BARELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	19.00 @ 19.00
Plate Beef	19.00 @ 19.00
Prime Mess Beef	19.00 @ 19.00
Extra Mess Beef	19.00 @ 19.00
Beef Hams (220 lbs. to bbl.)	19.00 @ 19.00
Rump Butts	18.25 @ 18.25
Mess Pork, new	23.50 @ 23.50
Clear Fat Racks	22.50 @ 22.50
Family Back Pork	18.50 @ 18.50
Bean Pork	18.50 @ 18.50

## LARD.

Pure leaf, kettle rendered, per lb., tes	12 1/4 @ 12 1/4
Pure lard	11 1/4 @ 11 1/4
Lard, substitutes, tes	8 @ 8
Lard, compound	8 1/2 @ 8 1/2
Cooking oil, per gal., in barrels	54 @ 54
Barrels, 1/2 c. over tierces: half barrels, 1/2 c. over tierces: tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15 1/2 @ 15 1/2
Cooks' and bakers' shortening, tubs	13 @ 14

## DRY SALT MEATS.

(Boxed. Loose are 1/2 c. less.)	
Clear Bellies, 14 @ 16 avg.	13 1-5 @ 13 1-5
Clear Bellies, 18 @ 20 avg.	13 1-20 @ 13 1-20
Rib Bellies, 18 @ 20 avg.	13 1-20 @ 13 1-20
Fat Backs, 12 @ 14 avg.	11 @ 11
Regular Plates	11 @ 11
Clear Plates	10 2-3 @ 10 2-3
Butts	9 1-2 @ 9 1-2
Bacon meats, 1/2 c. to 1 c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs. avg.	16 1/2 @ 16 1/2
Hams, 16 lbs. avg.	16 @ 16
Skinned Hams	16 1/2 @ 16 1/2
Calas, 4 @ 6 lbs. avg.	11 1/2 @ 11 1/2
Calas, 6 @ 12 lbs. avg.	12 @ 12
New York Shoulders, 8 @ 12 lbs. avg.	13 @ 13
Breakfast Bacon, fancy	22 @ 22
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	16 @ 16
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	17 @ 17
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	12 @ 12
Dried Beef Sets	20 1/4 @ 20 1/4
Dried Beef Insides	23 1/2 @ 23 1/2
Dried Beef Knuckles	22 1/2 @ 22 1/2
Dried Beef Outlets	19 @ 19
Regular Rolled Hams	22 1/2 @ 22 1/2
Smoked Rolled Hams	23 @ 23
Rolls Calas	19 @ 19
Cooked Loin Rolls	26 @ 26
Cooked Rolled Shoulders	19 @ 19

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	28 @ 28
Export Rounds	23 @ 23
Middles, per set	72 1/4 @ 72 1/4
Beef wassanda, per piece	16 1/2 @ 16 1/2
Beef wassanda, per set	75 @ 75
Beef bladders, medium	45 @ 45
Beef bladders, small, per doz.	245 @ 245
Hog casings, free of salt	70 @ 70
Hog middles, per set	12 @ 12
Hog bungs, export	10 @ 10
Hog bungs, large mediums	7 @ 7
Hog bungs, prime	5 @ 5
Hog bungs, narrow	7 @ 7
Imported wide sheep casings	90 @ 90
Imported medium wide sheep casings	70 @ 70
Imported medium sheep casings	60 @ 60
Hog stomachs, per piece	4 @ 4

## FERTILIZERS.

Dried blood, per unit	2.55 @ 2.55
Hoof meal, per unit	2.35 @ 2.35
Concentrated tankage	2.25 @ 2.30
Ground tankage, 12%	2.37 1/2 @ 2.37 1/2 and 10c.
Ground tankage, 11%	2.37 1/2 @ 2.37 1/2 and 10c.
Ground tankage, 8 and 25%	2.30 @ 2.30 and 10c.
Crushed tankage, 9 and 20%	2.15 @ 2.15 and 10c.
Ground tankage, 6 1/4 and 30%	18.50 @ 19.00
Ground rawbone, per ton	24.00 @ 25.00
Ground steam bone, per ton	18.00 @ 19.00
Unground tankage, per ton less than ground	50c. @ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	250.00 @ 275.00
Horns, black, per ton	24.50 @ 28.50
Horns, striped, per ton	33.00 @ 38.00
Horns, white, per ton	60.00 @ 65.00
Flat shin bones, 40 lbs. av., per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 90.00
Long thigh bones, 90-95 lbs. av., per ton	80.00 @ 90.00
Skulls, jaws and knuckles, per ton	27.00 @ 28.50

## LARD.

Prime steam, cash	9.67 @ 9.67
Prime steam, loose	9.17 @ 9.17
Leaf	10.25 @ 10.25
Compound	7 1/4 @ 8
Neutral lard	12 @ 12 1/4

## STEARINES.

Prime oleo	10 1/4 @ 10 1/4
Oleo, No. 2	9 @ 9 1/2
Mutton	10 @ 10 1/4
Tallow	8 @ 8 1/2
Grease, yellow	5 1/2 @ 5 1/2
Grease, A white	6 1/2 @ 6 1/2

## OILS.

Lard oil, extra, winter strained, tierces	73 @ 75
Extra lard oil	68 @ 70
Extra No. 1 lard oil	58 @ 60
No. 1 lard oil	54 @ 56
No. 2 lard oil	52 @ 54
Oleo oil, extra	13 1/2 @ 13 1/2
Oleo oil, No. 2	13 @ 13 1/4
Oleo stock	11 1/2 @ 11 1/2
Neatsfoot oil, pure, bbls.	65 @ 65
Acidless tallow oils, bbls.	61 @ 62
Corn oil, loose	4.85 @ 4.90
Horse oil	6 1/2 @ 7 1/4

## TALLOW.

Prime city	7 1/4 @ 8
No. 1 Country	7 @ 7 1/4
Packers' Prime	6 1/2 @ 6 1/2
Packers' No. 1	6 1/4 @ 6 1/4
Packers' No. 2	5 1/4 @ 5 1/4
Renderers' No. 1	5 1/2 @ 5 1/2

## GREASES.

White, choice	6 1/2 @ 7
White, "A"	6 1/4 @ 6 1/4
White, "B"	5 1/2 @ 5 1/2
Rene	5 1/4 @ 5 1/4
Crackling	5 1/4 @ 5 1/4
House	5 @ 5 1/2
Yellow	5 1/4 @ 5 1/4
Brown	4 1/4 @ 4 1/4
Glue stock	5 1/4 @ 5 1/4
Garbage grease	3 1/4 @ 3 1/4
Glycerine, C. P.	18 1/2 @ 19
Glycerine, dynamite	15 @ 15
Glycerine, crude soap	12 1/2 @ 13
Glycerine, candle	14 1/2 @ 14 1/2

## COTTONSEED OILS.

P. S. Y., loose	44 @ 44 1/4
P. S. Y., soap grade	42 1/2 @ 43
Soap stock, bbls., concn., 62 @ 65 % f. a.	2 1/2 @ 2 1/2
Soap stock, loose, reg., 50 % r. f. a.	1.40 @ 1.45

## COOPERAGE.

Ash pork barrels	97 1/2 @ 1.00
Oak pork barrels	1.10 @ 1.12
Lard tierces	1.35 @ 1.37 1/2

## CURING MATERIALS.

Refined saltpetre	5 1/4 @ 6 1/4
Boracic acid, crystal to powdered	7 @ 7 1/4
Borax	4 @ 4
Sugar	
White, clarified	4 @ 4
Plantation, granulated	5 @ 5
Yellow, clarified	4 1/4 @ 4 1/4
Salt	
Ashton, in bags, 224 lbs.	32.25 @ 32.25
English packing, in bags, 224 lbs.	1.45 @ 1.45
Michigan, granulated, car lots, per ton	3.25 @ 3.25
Michigan, medium, car lot, per ton	3.75 @ 3.75
Casing salt, bbls., 280 lbs. 2 @ 5x	1.40 @ 1.40

# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from National Live Stock Commission Co.)

Union Stock Yards, Chicago, January 1.

Receipts of cattle are very moderate for the time of the year, due probably in some measure to the uncertainty of the condition of the market around the holidays, and the cattle trade is active and 10@15c. higher on steers, while the market on cows, heifers and bulls is very strong, with prices 15@25c. higher than a week ago. Indications point to liberal receipts of steer cattle during the month of January and probably into February, and no further improvement in the steer market is looked for; in fact, some setback in the trade will be logical just as soon as we get a liberal run, which is likely to occur within the next week or so, and we think the steer market is as high as it is going to get, but on butcher stuff feel that the trade will show an upward tendency for several months to come.

The run of hogs is also very moderate, and the trade has been strong and active this week, with the bulk of the hogs selling today from \$7.45@7.55, top \$7.60. Hogs will bring remunerative prices all winter, but it is doubtful if any permanent advance will take place in the next 60 days, as indications point to liberal receipts of well-finished hogs during the period mentioned.

The sheep and lamb trade is brisk and active at the highest point of the season, with everything indicating continued good markets for 30 to 50 days to come; in fact, high prices will prevail until the spring months.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Illinois, Jan. 1.

The receipts of cattle for the week ending today are about 19,000, including 5,200 southern. On the native side the market has been active and strong during the entire week. On beef steers the price advanced a dime last Thursday, has held fully steady up to today and a further advance today of from 10@15c. indicates that on this grade the market is in the neighborhood of 25c. higher than the same period last week. In some instances the advance on beef steers is 50c. over last week. During the week no choice or prime stuff has been offered, although yesterday some Illinois fed steers were good enough to bring \$8.75. Quite a few lots during the week have gone to scale at from \$8 @8.50. In cows and heifers the advance has not been as marked as in beef steers. They are fully steady, however, with the same period last week, while in some instances they are quoted from 10@15c. higher. Good heifers changed hands yesterday at a range of \$6.25@7. Choice heifers, \$7.50@8.50, although very few have been in supply of this grade. The general quotations are as follows: Choice to prime steers, \$9@10; good to choice, \$8.25@9; medium to good, \$7@8; the commoner grades ranging from \$5@6.75. Prime yearlings, \$8.50@9.25; fair to choice yearlings ranging from \$6.50@7.75. Fancy cows, \$6.50 @7.50; good to choice cows, \$5.25@6.25; medium to good cows, \$4.50@5. Canners and

cutters, \$3.50@4.25. Fancy heavy bulls, \$6@6.50; good bulls, \$5.25@5.75; sausage bulls, \$4@5. Calves are ranging according to grade from common to good at \$6@9.25. Best vealers, \$10@10.50.

On the southern side Arkansas and Mississippi have been the heavy contributors, although Texas has been represented with several loads of good grade steers. The market generally has maintained on an active strong basis for the entire week. A drove of Texas beeves, averaging 1,103 lbs., went to the scale at \$11.50 yesterday; this was the high sale on the southern side for the week. A string from Oklahoma sold at \$6.45, and three loads from Arkansas brought \$6.85, \$7 and \$7.10. Quality considered, these prices are higher than last week, although the figures would indicate that the market is about steady. In the commoner grades and in canners and cutters the market is on a relatively strong basis. The following are the quotations: Choice to prime corn fed steers, \$7.50@8; medium to good, \$6.25@7.50; common to medium, \$5.75@6.25. Medium to good cows, \$4 @5. Canners and cutters, \$3.50@4.25. Bulls, \$3.25@5. Fair to choice calves, \$5.25@6.

The hog receipts approximate for the week 52,000 head. The quality has not been good, although there were a few good offerings during the week. Prices generally indicate a decline of about 15c. for the same period last week, this decline has affected all grades. The Christmas and New Year holidays have had their effect on the hog market. The best price during the week was paid last Friday when a top of \$7.70 was made. The top today is \$7.50, but a higher price would be paid if any of the good kinds were offered. The following are the quotations: Mixed and butchers, \$7.30@7.50; good heavy, \$7.40@7.50; rough, \$7@7.15; lights, \$7.30@7.50. Pigs, \$6.50 @7.15.

The receipts of sheep for the week amount to 18,000 head. A strong active market has prevailed during the entire week, and it is today in some instances 75c. higher than the same period last week. Colorado lambs have begun to come, and as usual they meet ready sale. \$8.90 was paid for 80-lb. lambs yesterday, and several other lots sold from \$8.65 @8.80. Native lambs are experiencing the same advance, some of them selling nearly as high as the Colorados. Yearlings have likewise advanced. For the last three days some of the good sort have brought as high as \$7.75. Fair to medium lambs are quoted at \$7.50@8.25; common lambs, \$5@7; yearlings, \$7@7.75; good muttons, \$4.25@4.75. Choice muttons have sold as high as \$5 during the week. Medium killing sheep are ranging from \$4.50@4.65. Good stockers, \$3.25@3.65. Culls, \$2@2.35. Bucks, \$3@3.60. It is to be noted that the gain on bucks is in the neighborhood of 25c. over last week.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 31.

The cattle supply today is 9,000 head, a sufficient number to cause a weak feeling, particular on beef steers. Cows and heifers are holding close to steady, and stockers and feeders are strong. Meal fed cattle are coming freely this week, and the supply of fed

native steers is enough to fill the market demand to the brim, owners apparently being anxious to cash their holdings before any bad weather sets in. Dealers say that the first bad storm over the feeding section will hurry a great many cattle to market. The various classes of killing cattle are selling pretty close together, bulk of native cows bringing \$5 to \$6.25, native heifers \$6 to \$7, meal fed Southern steers \$6.25 to \$7.50, native corn fed steers \$7 to \$8.25.

Hog receipts overran the estimate a little today, and from a steady opening the market worked itself into a five lower close, top \$7.45, bulk of sales \$7.10 to \$7.35. Up to this time it has required a seven-fifty top or better to induce country owners to take the padlocks off feed lots, but the packers keep on experimenting with the endurance of shippers in this respect, hoping they will tire of waiting for a chance to ship freely.

Sheep and lambs are firm today, receipts 5,000. The best lambs here brought \$8.50 today, which is not quite the extreme limit of the market. Light yearlings sell up to \$7.50, heavy yearlings, wethers and ewes selling at \$7, \$5.35 and \$4.75, respectively, for best. The preponderance of the favor of consumers is given to lamb meat, hence the relatively low price of heavier mutton.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending December 28, 1912:

### CATTLE.

Chicago	15,650
Kansas City	13,292
Omaha	3,914
East St. Louis	14,683
St. Joseph	5,292
Cudahy	348
Sioux City	2,689
South St. Paul	1,662
New York and Jersey City	9,338
Philadelphia	4,529
Pittsburgh	3,852
Denver	245

### HOGS.

Chicago	79,135
Kansas City	26,291
Omaha	25,405
East St. Louis	44,735
St. Joseph	24,670
Cudahy	15,388
Sioux City	16,375
Cedar Rapids	11,309
South St. Paul	7,242
New York and Jersey City	43,517
Philadelphia	4,609
Pittsburgh	16,257
Denver	749

### SHEEP.

Chicago	56,368
Kansas City	13,728
Omaha	17,993
East St. Louis	16,988
St. Joseph	3,125
Cudahy	286
Sioux City	5,964
South St. Paul	2,668
New York and Jersey City	30,260
Philadelphia	12,608
Pittsburgh	6,167
Denver	469

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO DECEMBER 30, 1912.

	Beeves.	Calves.	Sheep and lambs.	Hogs.
New York	1,009	1,478	2,845	15,888
Jersey City	3,311	745	16,810	22,759
Central Union	2,123	429	8,193	—
Lehigh Valley	2,295	480	2,370	—
Scattering	—	102	42	4,870
Totals	9,338	3,254	30,260	43,517
Totals last week	11,953	5,763	55,081	41,898

Packhouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department.



## THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

## Lard in New York.

New York, January 3.—Market steady; Western steam, \$9.60; Middle West, \$9.85; city steam, 9½c.; refined, Continent, \$10.45; South American, \$11.70; Brazil, kegs, \$12.70; compound, 7½@8c.

## Marseilles Oils.

Marseilles, December 3.—Sesame oil, fabrique, — fr.; edible, — fr.; copra oil, fabrique, 91 fr.; edible, 110 fr.; peanut oil, fabrique, 69½ fr.; edible, 93½ fr.

## Liverpool Produce Market.

Liverpool, January 3.—(By Cable.)—Beef, extra India mess, —; pork, prime mess, —; shoulders, —; square, 59s.; New York, 59s.; picnic, 55s.; hams, long, 65s.; American cut, 68s. Bacon, Cumberland cut, 60d.; long clear, 65s. 6d.; short backs, 59s.; bellies, clear, 62s. Lard, spot prime, 50s. 6d. American refined in pails, 52s. 6d.; 2 28-lb. blocks, 49s. 6d. Lard (Hamburg), 50¼ marks. Tallow, prime city, 32s. 6d.; choice, 35s. 9d. Turpentine, 33s. Rosin, common, 15s. 1½d. Cheese, Canadian finest white, new, 62s. Tallow, Australian (London), 32s. @ 38s. 6d.

## FRIDAY'S CLOSINGS.

## Provisions.

Higher hog markets caused short covering.

## Stearine.

Little interest is shown in the market.

## Tallow.

The market is quiet and steady, without special charge.

## Cottonseed Oil.

Offerings were light with crude higher.

Market closed steady, with offerings light. Sales, 4,000 bbls. Spot oil, \$6.20@6.35. Crude, Southeast and Valley, \$5.07 nominal. Closing quotations on futures: January, \$6.24@6.25; February, \$6.23@6.26; March, \$6.27@6.29; April, \$6.30@6.36; May, \$6.30@6.37; June, \$6.37@6.38; July, \$6.40@6.42; August, \$6.42@6.45; good off oil, \$6@6.15; off oil, \$5.95@6.08; red off oil, \$5.65@5.98; winter oil, \$6.25@6.80; summer white, \$6.35@6.80.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 3.—Hogs 5c. higher. Bulk of prices, \$7.45@7.55; light, \$7.25@7.55; mixed, \$7.25@7.60; heavy, \$7.25@7.60; rough heavy, \$7.25@7.35. Yorkers, \$7.45@7.50; pigs, \$5.75@7.45. Cattle market slow. Beeves, \$5.80@9.50; cows and heifers, \$2.85@7.60; Texas steers, \$4.75@5.90; stockers and feeders, \$4.25@7.60. Westerns, \$5.75@7.50. Sheep market steady; natives, \$4.35@5.40; Westerns, \$4.40@5.50; yearlings, \$6.10@7.70; lambs, \$6.20@8.75; Western, \$6.25@8.75.

Sioux City, January 3.—Hogs strong, at \$7@7.25.

St. Louis, January 3.—Hogs higher, at \$7.35@7.60.

Cleveland, January 3.—Hogs strong, at \$7.70@7.80.

Buffalo, January 3.—Hogs opened higher, with 4,800 on sale; prices, \$7.90@8.

Kansas City, January 3.—Hogs strong, \$6.30@7.45.

St. Joseph, January 3.—Hogs higher, at \$7@7.40.

St. Paul, January 3.—Hogs higher, at \$7@7.20.

Louisville, January 3.—Hogs steady, at \$7.45@7.50.

South Omaha, January 3.—Hogs strong, at \$6.85@7.50.

Indianapolis, January 3.—Hogs higher, at \$7.55@7.65.

## RECEIPTS AT CENTERS

SATURDAY, DECEMBER 28, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	500	19,061	2,000
Kansas City	200	3,048	
Omaha	100	7,153	
St. Louis	900	7,500	350
St. Joseph	100	6,500	
Sioux City	200	4,000	500
St. Paul	350	2,000	200
Fort Worth	900	200	
Milwaukee	3,671		
Louisville	50	1,500	
Detroit		100	
Wichita		213	
Indianapolis	300	6,000	
Pittsburgh		3,000	1,500
Cincinnati	1,771	2,357	20
Cleveland		3,000	2,000
Buffalo	100	2,400	1,600
New York	543	4,283	750

MONDAY, DECEMBER 30, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	23,000	41,761	32,000
Kansas City	15,000	7,000	
Omaha	6,200	6,046	12,000
St. Louis	6,235	13,700	6,962
St. Joseph	2,500	4,000	1,200
Sioux City	2,000	4,500	500
St. Paul	650	2,000	200
Oklahoma City	1,600	700	
Fort Worth	1,800	1,000	
Milwaukee		4,011	
Denver	1,600		1,300
Louisville		4,867	
Detroit		300	
Wichita		720	
Indianapolis	700	3,000	
Pittsburgh	2,100	12,000	8,500
Cincinnati	1,856	5,275	221
Cleveland	400	3,000	3,000
Buffalo	3,500	17,000	10,000
New York	4,204	12,100	652

TUESDAY, DECEMBER 31, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	4,500	26,000	18,000
Kansas City	9,000	16,000	7,000
Omaha	5,200	8,800	7,000
St. Louis	4,500	16,541	3,800
St. Joseph	2,500	8,000	2,500
Sioux City	1,800	7,010	500
St. Paul	900	5,000	8,000
Oklahoma City	900	500	
Fort Worth	2,000	500	
Milwaukee	400	5,000	300
Denver	800	200	1,600
Louisville		700	
Wichita		874	
Indianapolis	1,700	7,000	
Pittsburgh		2,000	1,500
Cincinnati		1,326	
Cleveland	60	2,500	
Buffalo	100	7,000	4,000

WEDNESDAY, JANUARY 1, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	16,500	27,000	20,000
Kansas City	4,500	7,000	5,000
Omaha	1,000	3,800	1,900
St. Louis	2,500	7,000	3,800
St. Joseph	900	3,700	1,000
Sioux City	1,000	1,500	500
St. Paul	450	1,900	
Oklahoma City	100	200	
Fort Worth	500	700	
Indianapolis	1,200	7,000	
Pittsburgh		3,000	1,500
Cleveland	40	2,000	40
Buffalo	100	200	2,400
New York	897	4,808	3,220

THURSDAY, JANUARY 2, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	7,500	27,000	23,000
Kansas City	4,200	11,500	7,000
Omaha		5,400	
St. Louis	3,800	8,000	2,200
St. Joseph		3,000	
Sioux City		4,000	
St. Paul		1,200	
Milwaukee		6,000	
Louisville		2,000	
Detroit		5,500	
Wichita		946	
Indianapolis		6,000	
Cincinnati	632	3,056	81
Cleveland		2,000	
Buffalo	100	4,500	4,000
New York	1,463	4,702	4,522

FRIDAY, JANUARY 3, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	21,000	12,000
Kansas City	1,000	4,500	2,000
Omaha	1,200	7,000	7,500
St. Louis	3,500	8,000	1,200
St. Joseph	400	7,500	1,800
Sioux City	500	3,500	600
Fort Worth	1,200	1,500	
St. Paul	1,100	5,200	700
Oklahoma	300	1,200	

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 28, 1912, are reported as follows:

## Chicago.

	Cattle.	Hogs.	Sheep.
S. & S. Co.	4,092	7,700	5,795
Armour & Co.	3,115	14,000	13,226
Swift & Co.	2,728	12,500	12,951
Morris & Co.	1,936	5,800	4,913
Hammond Packing Co.	481	4,700	4,418
Libby, McNeill & Libby	951		
Anglo-American	2,700	hogs: Boyd-Lunham, 2,900	
hogs: Western Packing Co., 6,700		hogs: Roberts & Oake, 3,200	
hogs: Miller & Hart, 2,700		hogs: Independent Packing Co., 4,900	
hogs: Brennan Packing Co., 3,100		hogs: others, 1,100	

## Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	2,405	7,741	3,100
Fowler	751		1,050
S. & S. Co.	2,454	4,727	4,595
Swift & Co.	2,840	4,906	2,084
Cudahy Packing Co.	2,335	3,964	1,874
Morris & Co.	2,469	4,151	1,020
Butchers	89	772	5
B. Balling, 32 cattle; Blount, 842		hogs: Independent Packing Co., 106	
cattle; S. Kraus, 126		hogs: New York Butchers, 355	
cattle; M. Rice, 425		hogs: J. B. Sims, 75	
cattle; Sinclair Packing Co., 178		cattle; United Dressed Beef Co., 359	

## Omaha.

	Cattle.	Hogs.	Sheep.
Morris Packing Co.	790	4,095	2,595
Swift & Co.	1,151	5,672	4,124
Cudahy Packing Co.	1,493	7,699	7,495
Armour & Co.	1,152	7,624	4,723
J. W. Murphy		4,393	
South Omaha Packing Co., 36		cattle; Morrell, 109	
cattle; Swartz & Co., 681		hogs:	

## St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,442	5,032	1,944
Swift & Co.	3,277	5,205	1,725
Armour & Co.	2,350	5,978	2,626
St. Louis D. B. Co.	1,370	145	375
Independent Packing Co.	564	1,755	118
East Side Packing Co.	278	2,134	
Bels Packing Co.	2	1,195	
Hell Packing Co.		953	
Krey Packing Co.	17	1,637	
Carondelet Packing Co.		349	123

## St. Joseph.

	Cattle.	Hogs.	Sheep.
Hammond Packing Co.	1,050	6,362	916
Swift & Co.	1,350	10,850	1,598
Morris & Co.	900	5,908	321
Independent Packing Co.		1,000	
United Dressed Beef Co.	128		

## Sioux City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	602	8,008	
Cudahy Packing Co.	665	7,982	
Statter & Co.	26	82	
R. Horn	108	209	
Sacks Dressed Beef Co., 15		cattle; Blasius Co., 14	
cattle; J. L. Brennan Co., 13		cattle; regular buyers, 1,418	
cattle; country buyers, 1,739		cattle:	

## CHICAGO PROVISION STOCKS.

Stocks of provisions at Chicago at the end of the year were reported as follows, with comparisons:

	Dec. 31, 1912.	Nov. 30, 1912.	Dec. 31, 1911.
Pork, new, bbls.	15,560	130	30,005
Pork, old, bbls.	13,500	20,087	3,937
Lard, new, tcs.	17,325	5,850	35,460
Lard, old, tcs.	4,130	8,671	16,397
Short ribs, lbs.	2,351,000	650,029	12,128,552
Total meats, lbs.	74,800,000	48,780,582	107,049,671

## LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending December 28, 1912, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York	—	—	—
From Boston	—	—	—
From Philadelphia	—	—	—
From Baltimore	—	—	—
From Montreal	—	—	—
Total	—	—	—
Total last week	—	—	—

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# Retail Section

## LEARN TO BE A BETTER BUSINESS MAN

### V—Stopping Store Leaks

By A. M. Burroughs.\*

(Continued from last week.)

[EDITOR'S NOTE.—This is the fifth of a series of articles written by a famous business authority which we hope will be read by every retailer who sees it. It is intended, as the title indicates, as a means of helping retailers to become better business men. They can well afford to read and ponder over the experiences of their fellow-retailers in other lines and to profit by them. These articles will fit in nicely with the series of "Practical Talks with Shop Butchers," which have been appearing on this page, and which will continue to appear from week to week. Read both of them, Mr. Butcher.]

#### Unsystematic Delivery.

A grocer in a New England town was maintaining nine delivery wagons at a cost of about \$200 a week.

By applying better methods to his delivery, he was able to cut the number of wagons from nine to three, stopping a leak of \$125 a week—\$6,500 a year.

#### Wrong Deliveries.

It costs from five to ten cents to deliver every order sold. If from ten to fifty mistakes are made every day in deliveries, a leak of from \$200 to \$1,000 a year will result. The loss in customers may increase this sum enormously.

#### Presents, Donations, Etc.

Possibly some of this is necessary. Some retailers make it a matter of considerable expense. It is a leak which should be carefully watched.

If a retailer gives away an amount equal to only 1 per cent. of his gross sales in that way, he stands to lose \$500 a year on every \$50,000 a year of gross business.

#### Wasted Time.

A grocer hired a man capable of selling \$200 worth of goods a week. Bad management wasted half his time and he only sold \$100 worth a week. The grocer lost the profits on a gross annual business of \$5,200—\$100 a week.

When you hire a clerk, you simply buy a certain amount of his time, to be used as you direct. If you direct wrong, or he wastes part of his time, you lose.

Time can be wasted in a thousand ways. Most of these are under the control of the employer.

Most of the waste of time is caused by bad methods controlled by the owner of the store.

#### The Reduced-Price Leak.

When goods are marked to sell at \$1 and it is necessary for any reason to cut off 10 per cent., the reduction from the marked price represents a loss.

If the cut is necessary to make the goods sell, it is a loss due to bad buying. It also produces another loss by giving customers the impression that the original price allowed an enormous profit.

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#### Wasteful Advertising.

One retailer used space two columns, ten inches deep, in his weekly paper to run a poorly worded and poorly arranged announcement. It cost him \$200 a year and produced almost nothing.

A competitor used half as much space and changed his advertisement every week, using strong selling arguments. He doubled his business in two years.

Advertising, properly directed, is one of the most productive expenditures of the modern retail store, but misdirected advertising can be very wasteful, or even harmful.

#### Extravagance in Lighting.

One retailer cut the cost of his lighting in half and at least doubled the efficiency of his lighting system by studying the arrangement of his lights. The proper lighting system puts just the right amount of light where it is needed.

#### Arrangement of Store.

In a certain store each clerk had to walk all over the store to wait on customers. A re-arrangement of the store stopped this and cut out about two hours wasted efforts for each clerk each day—about \$600 worth of time in a year, considering the several clerks. This time, which cost money, was profitably used.

#### Arrangement of Goods.

A stationer was making a big display of scratch pads for school children the day before school opened. When he came in from lunch he stopped to look in the window, and noticed the absence of pencils. Immediately he went in and caused a pencil to be placed alongside each pad.

This suggested the connection between other goods. On investigation he found that scores of items were not in their proper place in the store. He had them placed where the customer who bought one item would see many others that he might need in the same line. This saved much walking for the clerks and helped each kind of goods to sell others.

#### Store Alterations.

Special sales, special displays of goods, the rearrangement of departments and offices, repairs, etc., cause numerous little carpenter jobs in the store.

## RETAIL CUTS OF BEEF

Retailers should read the article on Retail Beef Cuts appearing on page 17 of this issue, and look at the pictures of retail cuts on pages 16 and 17.

These little jobs are the source of a considerable leak.

Some carpenters can put a lot of time on a little job, and, if the changes are not properly timed, employees of the store are often compelled to waste much of their time, paid for by the store.

#### Extravagant Use of Supplies.

Sales books, report blanks, office stationery, statement forms, blank books and pens, ink, pencils, etc., cost a neat little sum in a year. A big saving can be effected by proper care and a leak is pretty apt to follow lax methods.

#### Careless Packing of Goods.

Goods which have to be delivered to customers require care in packing. Much merchandise is damaged or entirely spoiled by poor packing. Some money is wasted in the course of a year through the use of bigger boxes than is necessary and through the waste of time in packing—time which is paid for with good money and which, if saved, could be used for other work.

#### Lost Containers.

Baskets, boxes, egg crates, etc., used in delivering goods, cost money. The number lost during the year usually amounts to a serious leak.

#### Wasted Twine, Paper Bags, etc.

Even in little stores the cost of wrapping paper, twine, paper bags, boxes, etc., amounts in a year to a neat sum. A careless employee can easily cut a big slice off the profits by a wasteful use of these supplies.

#### Clerk's Mistakes.

Clerks, working at small salaries, are usually careless, inefficient and thoughtless. They make enough mistakes any time, but when tired they make more.

Unless they work under the direction of a system which makes their work pretty near mechanical, and a close check is kept on their mistakes, they will likely do as much harm as good.

#### Dissatisfied Customers.

A regular customer is worth from \$10 to \$50 a year to the average retail store. Some customers are worth a great deal more, some a great deal less.

It is very easy to drive customers away. Often it is hard to get them. It is easy to lose a big amount of money through the careless handling of customers.

#### Breakage and Spoilage of Merchandise.

A careless employee will spoil a very large amount of merchandise in a year, cutting deep into the profits. Even a careful employee is pretty sure to spoil some.

#### Depreciation in Merchandise.

Certain goods shrink in weight; others in size. These facts must be taken into consideration both in buying and in selling. Don't buy too much. Be sure the selling price covers the loss of shrinkage.

#### Bad Accounts.

To be sure of collections, the merchant must have accurate and complete records.

The slow-pay customer may not remind you if you forget his bill.

If he ask you for a statement some day, when he has the money, and you can't give him the exact figures at once, then it's your loss if he spends the money for a vacation trip.

#### Leaks in Your Business.

The leaks suggested here, apply to your business. Some of them may cause you only a little loss. Some may be swallowing about all your profits.

A retailer, who is not now in business (we'll call him Smith) fooled himself, for a time into thinking that he wasn't losing anything through leaks in his store. He refused to see the leaks.

"I watch things pretty close," he said, "and I know just what it costs me to run my business. Jones, down the street, is a crank on digging out expenses to charge up against his business. Not for me!"

Jones has the exclusive business for his section now, and is a very prosperous retailer. The sheriff closed out Smith's business over a year ago.

Remember this: All leaks and other expenses in your business have to be paid at their full face value, whether you see them or not.

If the sheriff gets your business, don't let it be said that he got you because you guessed at your expenses.

[The sixth article in this series, entitled "What It Costs to Do Business," will appear in an early issue of The National Provisioner on this page.]

#### LOCAL AND PERSONAL.

N. Theuven has opened a first-class meat market at Dover, N. H.

McNeely & Everman have engaged in the meat business at Ellettsville, Ind.

H. L. Pritchett has sold his meat business at Frankford, Mo., to E. L. Lake.

J. W. Swetnam has purchased his partner's interest in the meat firm of Swetnam & Holman at Huntsville, Mo.

The Doweng meat market at Auburn, Ind., has been damaged by fire.

J. Luttman has opened a new meat market at Corunna, Ind.

M. Schwartz's meat market at Pittsburgh, Pa., has been damaged by fire.

W. H. Greeley has opened his new meat market at Clinton, Mass.

Independent Meat Market has been opened at Miami, Ariz.

Bruce Brothers have opened their new market at Towanda, Pa.

Guy Scott is about to open a meat market at Johnson, Kan.

C. H. Foster has opened a new butcher shop at Waldron, Kan.

C. W. Lewis has purchased the meat market of W. H. Morrison & Son at Abilene, Kan.

Ed. Spargur has purchased the City Meat Market at Clyde, Kan., from F. A. Dandurand.

George Allsup has purchased the butcher shop of J. L. Stone at Hamilton, Kan.

J. A. Cobb has disposed of his meat business at Roff, Okla., to Pippen & Givens.

S. S. Like & Company have engaged in the meat business at Okemah, Okla.

W. A. Beaty has just engaged in the meat business in the Burlingame building, Cheyenne, Okla.

George Wayts has succeeded to the meat business of J. A. Wayts & Son at Abilene, Kan.

Charles Harvey has just opened a new butcher shop in the Pennington grocery at Sedgwick, Kan.

D. H. Sparks has added a grocery department to his meat market at Elsmore, Kan.

A. E. Batchelor has purchased the meat business of Retter Bros. at Wakefield, Kan.

Art Marcum and Otis Scranton are opening a butcher shop at El Dorado, Kan.

Geo. Doloff has begun the erection of a new meat market at Halls Summit, Kan.

John Fritts has sold out his meat business at Luray, Kan., to Ben Pierce.

Frank Rouse has leased his meat market

at Dewitt, Mich., to Harry Reed, who takes possession February 1.

Ayers & Caswell have opened a butcher shop at 109 West Kalamazoo street, Lansing, Mich.

Ezea Osborn has opened a new fish market on North Bridge street, Grand Ledge, Mich.

Siebert & Yetzke have opened a butcher shop on First street, St. Joseph, Mich.

P. Nailor has succeeded to the meat business of Joe Clark at Fife Lake, Mich.

L. W. Patterson is about to engage in the meat and grocery business at Dinuba, Cal.

J. F. & Elza Belcher have opened a butcher shop at Concrete, Wash.

The Dobson meat market at Odessa, Wash., has been destroyed by fire.

J. J. Jones has purchased the business of the Equitable Meat & Grocery Company at St. Anthony, Ida.

Woodcox & Hayes have purchased the meat business of M. J. O'Brien at Cozad, Neb.

W. Post has reopened his butcher shop at Winslow, Neb.

Adams & Granier have engaged in the meat business at Stromsburg, Neb.

E. P. Hanke has just opened up a new meat market at Hay Springs, Neb.

Louis Dilla has opened up a new meat market at Ashton, Neb.

Chas. Matthews has purchased the Lake meat market at Rock Falls, Neb.

J. G. Manion has sold out his butcher shop at Oconto, Neb., to Bloomfield & Wood.

#### COTTON OIL AND THE TARIFF.

(Concluded from page 32.)

Par. 128—Tin Plates—Present duty 1 2-10 cents per pound. The article of tin plate is an important one for the cottonseed oil and its allied industries, such as makers of lard compound, etc. Any reduction that can be secured in the rate of duty on these plates will be of material benefit to these industries, because the item of tin plates for the manufacture of containers for oil and edible and cooking fats is of considerable magnitude.

#### Schedule D.—Wood and Manufactures of.

Date of hearing before Committee on Ways and Means of House, Monday, January 13, 1913.

Par. 210—Oil Barrels, Lard Tierces and Tubs, Soap Boxes—Present duty 30 per cent. ad valorem. The items of oil barrels, lard tierces and tubs and soap boxes are of material interest to the cottonseed oil, lard compound and soap industries, and a reduction in the duty upon these articles, which are in a measure raw material for those industries, will be of material benefit thereto.

#### Schedule G.—Agricultural Products and Provisions.

Date of hearing before House Ways and Means Committee, Monday, January 20, 1913.

Par. 249—Soya Beans—Present duty 40 cents per bushel. If the beans could be brought in free they could be used to prolong the operating season of the crushing mills and refineries. The oil made from them is rapidly becoming quite a factor in the matter of raw materials for soap-making. There is no reason why there should be a duty on the beans, since the oil crushed therefrom in England and on the Continent is admitted free.

Par. 288—Lard—Present duty 1½ cents per pound. A number of bills are now pending in the House and Senate to place all meat and meat food products on the free list, including lard. There has been no indication of what the attitude of the House Ways and Means Committee is or will be on the subject. The proposition to place lard on the free list will naturally be opposed by all the packing interests and by the producers of lard generally. The cottonseed oil industry should likewise oppose such a proposition, since if the duty on lard were reduced, or if it were placed upon the free list, the result would be not only to furnish competition with the packers, but also to furnish keen competition with edible and cooking

fats containing large percentages of cottonseed oil. There is the additional danger, if the duty is decreased or entirely removed, that the American market may be flooded with inferior lard which is produced in China in great quantities.

#### Schedule J.—Flax, Hemp and Jute and Manufactures of.

Date of hearing before House Ways and Means Committee, Friday, January 24, 1913.

Par. 352—Fabrics of Jute for Fertilizer Bags, Cake Sacks, Meal Sacks and Hull Sacks—Present duty ¾ cents per pound and 15 per cent. ad. val. The items of fertilizer bags, cake sacks, meal sacks and hull sacks, are of material magnitude in connection with the cottonseed oil industry. As a raw material there should, of course, be an effort made to have the duty rate lowered.

Par. 355—Bagging for Cotton—Present duty 6-10 cents per square yard. Not only as affecting the cottonseed oil industry, but as of material importance to the entire cotton industry, there should be an effort to secure free bagging for cotton. Several measures are now pending in Congress for the placing of this material on the free list, though no indication has been had of what the attitude of the House Ways and Means Committee is on the proposition. There is the same reason for giving Southern cotton planters free bagging for their cotton as exists for giving the farmers free binding twine.

#### Schedule K.—Wool and Manufactures of.

Date of hearing before House Ways and Means Committee, Monday, January 27, 1913.

Par. 370—Camels' Hair and Gray Wool for Manufacture of Press Cloth—Present duty 7 cents per pound. The press cloth used in the cottonseed oil crushing industry is made in the United States from camels' hair or gray wool or both. It is believed that a reduction in the duty of these two raw materials will in turn result in a reduction to the cottonseed oil industry of the price of press cloth, which is a very important factor in the crushing industry. Efforts should be made to secure a reduction in the duty on these materials.

Par. 358—Camels' Hair Press Cloth—Present duty 7 cents per pound. As stated in the paragraph above, the item of press cloth in the cottonseed oil industry is of very considerable magnitude. The industry should therefore take what ever steps seem to promise as a result a reduction in the price of this material. The need for it should appeal to Senators and Representatives from the section of the country where the cottonseed oil industry is active.

#### Free List.

Date of hearing before Ways and Means Committee in House, Friday, January 31, 1913.

Par. 640—Oleo Stearine—Duty, free. Imports, 1912, 4,812,710 pounds. Value, \$448,950. Oleo stearine is used in large quantities in the manufacture of lard substitutes. The free importation of foreign stearine has acted to prevent absolute control of the price by domestic manufacturers. The cottonseed oil and allied industries should use all their influence to retain oleo stearine on the free list.

Par. 639—Soya Bean Oil—Duty, free. It was proposed by the House of Representatives in H. R. 20,182, which passed the House, to place a duty of ¼ cent per pound on soya bean oil. The importations of the oil last year were about twenty-nine million pounds, valued at over a million and a half dollars. The probability is that the increased importation of soya bean oil will steadily go on. As a revenue producer it is therefore likely to become a material factor. If the soya beans are to be placed upon the free list, for reasons set forth in the paragraph in which it is referred to, certainly there ought to be a duty on the oil. The cottonseed oil industry should urge support of the proposition to place a duty on same of ¼ cent per pound.



# New York Section

Swift & Company's sales of fresh beef in New York City for the week ending December 28, 1912, averaged 11.15 cents per pound.

The trade in general is thankful for the ending of the holiday season, and is looking for something of an improvement in general business.

John Wasmuth, a well-known butcher of South Brooklyn, died last week at his home, 372 Warren street. He was born in Brooklyn forty-five years ago, and is survived by a widow, three sons and one daughter.

Because of the death of the wife of President Frederick Joseph of the New York Butchers' Dressed Meat Company, the employees of that plant have abandoned their annual entertainment and ball, which was to have been held on January 24.

The Retail Butchers' Fat Rendering Company will hold its annual stockholders' meeting on Tuesday evening, January 14, at Tuxedo hall, 59th street and Madison avenue. Reports will be received and directors elected for the ensuing year.

Five men and two women have been arrested charged with a chain of burglaries in the Bronx, which included among them the robbing of the butcher shops of Schuck Brothers at Third avenue and 145th street, Filstein Brothers on Intervale avenue, and others.

The four branches of the United Master Butchers' Association of Chicago have consolidated into one branch, believing that by doing this unnecessary expense can be saved and the work of the organization made more effective. No suggestion has yet been made of any similar movement among the old-established New York branches of this organization.

A store all painted white, and kept immaculate, and that handles the very best of meats, is bound to be prosperous, no matter where situated, particularly if it carries a sign which tells all who enter that no credit is given without reference. Such a place is the little white store kept by Tom Miller at No. 648 Amsterdam avenue, who has been seven years on one block and fourteen years in the neighborhood.

The following is a report of the number of pounds of meat, fish and poultry and game seized and destroyed in the City of New York during the week ending December 28, 1912, by the New York City Department of Health: Meat.—Manhattan, 530 lbs.; Brooklyn, 4,750 lbs.; the Bronx, 2 lbs.; total, 5,282 lbs. Fish.—Manhattan, 40 lbs.; Brooklyn, 6 lbs.; Bronx, 250 lbs.; Queens, 30 lbs.; total, 326 lbs. Poultry and game.—Manhattan, 3,042 lbs.; Brooklyn, 927 lbs.; Bronx, 150 lbs.; total, 4,119 lbs.

The East Side was treated to its customary "terrific bomb explosion" shortly after midnight last Saturday morning. The explosion wrecked the butcher shop of Stefano Crottona on the ground floor of 413 First avenue, between Twenty-fourth and Twenty-fifth streets. Crottona sold out his butcher shop some time ago and went to Italy. He recently returned and started up in the same business again. The police give consideration to the theory that one of Crottona's competitors in the neighborhood dynamited his shop.

## NEW YORK LIVE STOCK TRADE.

The livestock trade in New York for the last year, both in volume of business transacted and the value of the stock handled by the commission men, has exceeded in amount that of any recent year, says the New York Tribune. This is especially true of cattle and hogs, the bulk of which have come from nearby States. Never before in the history of the trade have so many bulls and cows been sold on this market as during the year just ended, and, notwithstanding this fact, prices have been much higher than any year since 1883. Veals have brought the highest prices on record, but prime stock has been in light supply, and if the dairy business continues to diminish veal is likely to become a luxury rather than continue a staple food.

Sheep in comparison with lambs have sold lower than for several years. The supply of lambs has been fully equal to that of last year, and while their prices have shown less improvement than those of cattle and calves, there has been a marked advance, and the year closes at close to the highest figures reached. Hogs, owing to the greater supply, have not reached the high figures of 1919, but prices have ruled strong throughout the year at an advance over those of 1911.

Steers were highest during September, selling at 9.75, and were lowest last January, when \$7.25 was the top price. Veals also reached the high water mark in September, \$12.50, and the year closes at those figures. Prime veals sold down to \$8.75 in April for one week only.

Unshorn sheep sold at \$7.75 in April and clipped sheep at \$6.75 a few weeks later. For about three-fourths of the year the prevailing top price for unshorn sheep (ewes) ranged from \$4 to \$4.75. Outside of a few spring lambs sold early at \$10.50, the top figure reached for lambs was \$10, which was paid in May and June. The year closes with a strong demand for lambs, with prime offerings bringing \$9.50, against \$7 one year ago. Hogs sold in October at \$9.60, against \$6.60, the lowest figure of the year, reached last January. All prices quoted are per 100 pounds live weight.

Following are the total receipts at New York in round numbers at all local points for the year ended December 31, 1912: Cattle, 597,000; calves, 392,000; sheep, 2,300,000; hogs, 1,734,000.

Watch page 48 for business chances.

## DINNER FOR WALTER BLUMENTHAL.

President Walter Blumenthal, of the United Dressed Beef Company, sails today with his family on the steamship George Washington for a winter's trip abroad. They will spend most of their time in Italy.

Mr. Blumenthal was the guest at a surprise dinner given in his honor at Mouquin's on Thursday evening by 40 of the employees of the company. Superintendent McCauley presided, and there were a number of speeches. A splendid silver service was presented to Mr. Blumenthal in behalf of the men, by whom he is very warmly regarded. Hugo Wallenstein made the presentation speech. The guest was completely taken by surprise, both with the dinner and the gift, but he managed to regain his usual composure and replied gracefully and gratefully to the presentation and other speeches.

## LIVESTOCK EXPORTS FROM NEW YORK.

Total exports from New York of cattle and sheep for the year 1912 are given as follows:

	Cattle.	Sheep.
To United Kingdom.....	16,146	805
To Antwerp .....	1,287	336
To Bermuda and West Indies.	1,081	1,970
Totals .....	18,514	3,111

No cattle or sheep have been exported from New York since October 26 to any European port. Very few have been exported since the early part of the year.

## MEAT INSPECTION CHANGES.

Recent changes in the Federal meat inspection service are announced as follows:

Meat inspection inaugurated: \*Swift & Co., Front and Walnut streets, Cincinnati, Ohio; \*Greeneville Packing Company, Greeneville, Tenn.; \*Jefferson City Packing Company, Jefferson City, Tenn.; \*J. C. Palmer, Charleston, Tenn.; \*Blockbergen Packing Company, 306-308 Central avenue, Kansas City, Kans.; \*The Crescent City Stock Yard and Slaughter House Company (Ltd.), Arabi, La.; \*Lincoln Packing Company, 300-350 N street, Lincoln, Neb.; Stokes Canning Company, 19 Post Office Place, Colorado Springs, Colo.

Meat inspection discontinued: Swift & Co., Foot West Thirty-ninth street, New York, N. Y.; National Packing Company, 221-223 Jackson street, Seattle, Wash.; \*H. Boore & Co., Center avenue and Forty-seventh street, Chicago, Ill.; \*Rosenthals Native Dressed Beef Company, Augusta, Ga.; Bay City Market, Fifth and G streets, San Diego, Cal.; \*A. B. Adler, 306 Central avenue, Kansas City, Kans.; John J. Felin & Co., 407-411 West Thirteenth street, New York, N. Y.; \*Belmont Farm Products Company, Belmont, Mass.; American Compressed Food Company, Passaic, N. J.; \*J. H. Nations Meat and Supply Company, El Paso, Tex.; Frankford Scrapple Company, 3471 Coral street, Philadelphia, Pa.

\*Conduct slaughtering.



